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# Daily Telegraph

No. 40,392 LONDON, THURSDAY, MAY 2, 1985

Published daily except Sunday, Dec. 25 and 26, Jan. 1 and Good Friday. Entered as Second Class Matter Dec. 19, 1947 at the Post Office at New York under the Act of March 3, 1879 (Section 523, P.L. & R.). Price $1·75. Subscription U.S. Second Class Mail—$227·76 Yearly. 50 Rockefeller Plaza. USPS No. 565780.

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### *Alarm over Soviet arms aid*

# REAGAN BAN ON NICARAGUA

## Thatcher will get a special briefing today

**AN order banning all U.S. trade with Nicaragua and prohibiting Nicaraguan ships and aircraft from entering America was signed yesterday by President Reagan because of what he called the Sandinista Government's "unusual and extraordinary" threat to U.S. security.**

Mr Reagan will explain "the seriousness of the threat" at bilateral meetings today with Mrs Thatcher, President Mitterrand and Japan's Prime Minister, Mr Nakasone, in Bonn, where the seven-nation economic Summit is being held.

There is growing alarm in the White House about Nicaragua's recently-strengthened military ties with the Soviet bloc and the Sandinista regime's armed subversion of neighbouring countries.

As a huge security operation began in Bonn yesterday a bomb was found in the suburb of Bad Godesberg, where some of the Summit participants are staying.

President Reagan's controversial wreath-laying visit on Sunday to the Bitburg war cemetery, where 49 Nazi S S soldiers are buried, will go ahead, but it has been cut by half to about 15 minutes.

Nicaragua background—P4; Summit analysis—Back Page; Editorial Comment—P18.

## *Terrorist bomb defused*

By MICHAEL FARR in Bonn

A BOMB was found yesterday in a Bonn suburb, setting off fresh fears that terrorists may seek to disrupt the seven-nation economic Summit which opens in the West German capital today.

About 13lb of explosives packed into a fire extinguisher were found in a blue holdall outside the offices of the German Aerospace and Arms Industry Association in the suburb of Bad Godesberg, where many of the Summit participants are staying.

After the device was defused, security sources said it bore all the hallmarks of the "Revolutionary Cells," an extreme Left-wing terrorist group responsible for most of the recent series of bombings in West Germany.

The previous chairman of the aerospace and arms association, Dr Ernst Zimmermann, was murdered at his home near Munich in February by members of the Red Army Faction, better known as the Baader-Meinhof gang.

Bonn's biggest-ever security operation, involving more than 10,000 police, was in full swing yesterday with the arrival of President Reagan at Cologne-Bonn airport.

### Thatcher's arrival

Mrs Thatcher, President Mitterand and Signor Craxi, the Italian Prime Minister, fly in this afternoon for the Summit which formally opens tonight with a reception given by Chancellor Kohl at the Augustusburg Castle outside Bonn.

President Reagan is staying at Gymnich Castle, near Bonn, which is owned by Baron Jörg von Holzschuher, a godson of Hitler.

"I had completely forgotten about it until my mother reminded me," the baron was quoted as saying to a West German newspaper.

The West German government pays his family rent for the castle which it has used for years as a government guest house. Mr Brezhnev stayed there when he was Russia's leader.

Meanwhile American and West German officials were insisting yesterday that despite the 390-26 vote in the House of Representatives against President Reagan's visit on Sunday to the German war cemetery at Bitburg, the wreath-laying was still on, though the ceremony would be cut back by half to only about 15 minutes.

### Bomb kills firemen

OUR BRUSSELS CORRESPONDENT writes: Two firemen died and 12 other people were injured early yesterday by *a car bomb* in the centre of Brussels. Responsibility for the attack was claimed by the "Communist Cells" organisation "in solidarity with workers on May Day."

### POUND DOWN

By Our Banking Correspondent

Hopes of an early but in borrowing costs faded yesterday as another surge in the dollar sent the pound sharply lower on the exchanges. It closed at $1·2230, nearly 2 cents down.

Pound abroad—P22

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## 'Unusual threat' to U.S.

By RICHARD BEESTON in Bonn

PRESIDENT REAGAN yesterday declared a national emergency to deal with what he called Nicaraguas "unusual and extraordinary threat" to American security, and imposed sweeping sanctions against the Sandinista Government.

Only hours after arriving at the castle on the Rhine where he is staying for the Bonn economic summit, Mr Reagan signed an executive order prohibiting all American trade with Nicaragua and banned Nicaraguan ships and aircraft from entering United States territory.

In a dramatic prelude to a summit whose theme is free trade and reconciliation, Mr Reagan signed an executive order declaring:

"I, Ronald Reagan, President of the United States, find that the policies and actions of the Government of Nicaragua constitute an unusual and extraordinary threat to the national security of the United States and hereby declare a national emergency to deal with that threat."

### *'Military links with Cuba'*

A White House spokesman said Mr Reagan would explain "the seriousness of the threat" which Nicaragua posed to America in bilateral meetings in Bonn today with Mrs Thatcher, President Mitterrand of France and Mr Nakasone, Prime Minister of Japan.

The sanctions also include notification of United States intent to terminate its treaty of friendship, commerce and navigation with Nicaragua.

The White House spokesman Mr Larry Speakes said Mr Reagan had authorised these steps "in response to the emergency situation created by the Nicaragua government's agressive activities in central America."

Mr Speakes referred to Nicaraguas "continuing efforts to subvert its neighbour, its rapid and destabilising military build-up, its close military and security ties to Cuba and the Soviet Union and its imposition of Communist totalitarian internal rule."

Mr Speakes said that since the House of Representatives had failed to act on President

Continued on Back P, Col 3

## BAe comes to market with £550m share offer

By *ROLAND GRIBBEN Business Correspondent*

A TOTAL of £550 million will be raised by the Government and British Aerospace from the biggest share offer since British Telecom's flotation last year.

The Government will get more than £365 million for its remaining 48 per cent. stake in B A, and the company the balance from a rights issue, according to details announced yesterday.

But the public was cautioned over regarding the sale of the Government's shares as another British Telecom-style flotation with the prospect of quick profits.

Sir Austin Pearce, the chairman, and financial advisers stressed there was a greater *risk* element attached to B A and emphasised they were aiming for the "sophisticated investor."

The Government shares and the company's one-for-four rights issue are being offered at 375p, a narrow 5 per cent. discount on yesterday's opening price of 395p, details will be advertised in the DAILY TELEGRAPH tomorrow.

The offer involves a down-payment of 200p on application and the final instalment of 175p by September 10. Applications must be in by Friday, May 10.

The Government and company shares have been lumped into a "package" of 146,800,000 shares, with the lion's share allocated to City institutions.

The yhave been allotted 80,760,000 shares, 55 per cent. of the total, the 49,000 worker-shareholders five million (3·5 per cent.), other existing shareholders 25,800,000 (17·5 per cent.) and the public 35,290,000 (24 per cent.).

The Government will retain a "Golden Share" which prevents a foreign takeover for the company which was earlier involved in abortive merger talks with both General Electric and Thorn E M I.

The cost of the offer is estimated at around £22 million, with the company footing the bill for £8 million, and the Government for £13,500,000.

City report—P21

Watching Moscow's May Day procession in pouring rain yesterday were Mr Gorbachev's daughter Irina and granddaughter Oksana.

## Solidarity riots flare in Poland

By ROBIN GEDYE in Warsaw

A YOUTH was beaten unconscious and a riot policeman was kicked and punched in Gdansk yesterday as some of the worst rioting for over a year erupted in the Solidarity stronghold.

Two thousand youths, aparently intent on confrontation with steel-helmeted riot police, gathered at the former Solidarity headquarters to hurl abuse and shout defiant slogans at the police.

As the police picked up their riot shields to move forward to the demonstrators, youths picked up stones from between adjacent tram tracks and hurled them at the approaching massed ranks.

As the police and demonstrators broke ranks, water cannon and tear gas were fired into the crowd.

A youth who threw a stone at a passing police van was severely beaten in front of Western journalists when the van turned round and its riot police occupants attempted to run him over.

As he fell to the ground they got out and proceeded to beat him unconscious. He was still being beaten when an ambulance arrived to take his limp body away.

Western journalists saw a riot-policeman fall to the ground and set upon by a scrum of youths who beat and kicked him until a police car rescued him.

### Procession halted

Some 500 demonstrators who infiltrated the official May Day march past in Gdansk managed to halt the procession when they sat down in the middle of the planned route. Police with riot shields and batons waded in to disperse them.

The Government spokesman said between 20 and 30 people were arrested in Gdansk. In the northern city of Poznan police chased demonstrators through streets after some 2,000 Solidarity supporters mounted a counter-march to the official parade.

In Warsaw, a march by 8,000 Solidarity supporters chanting slogans, the name of Lech Walesa and "We don't want Russian rockets," ended peacefully after two hours and following a sit-down in the road by demonstrators. But the leading dissident Jacek Kuron was arrested.

Lech Walesa, the solidarity leader, was kept away from the official May Day march past in Gdansk by riot police.

## DEATH TOLL 22 IN FLU OUTBREAK

The death toll in the Stafford influenza outbreak reached 22 yesterday, with the deaths during the night of two men, aged 81 and 78.

Six people were still in the intensive care unit at Stafford District General Hospital and another 63 were being treated in three hospitals, but doctors believed the worst of the epidemic was probably over.

The source of the outbreak is still unknown.

## £2m ROYAL PAINTING 'DAMAGED'

By KEITH NURSE Arts Correspondent

A MASTERPIECE by the 18th century English artist George Stubbs from the Queen's Collection has been damaged by an airport forklift truck, it was disclosed yesterday.

The truck rammed into the packing crate containing the 192-year-old oil canvas at Heathrow. On the market such a picture would command a price well in excess of £2 million.

The incident occurred as it was in transit after returning from the United States where it had been on loan for a major exhibition devoted to the artist at the Yale Centre for British Art, New Haven, Connecticut, which ended last month.

A Buckingham Palace spokesman said: "Fortunately it was the crate which was damaged, not the painting." But an art expert at Windsor Castle said: "The situation is not as simple as it seems. Because of the accident paint will flake off, presenting us with a difficult task of restoration."

### LATE NEWS

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## DOUBTS ON DEFENCE BUDGET

By NICHOLAS COMFORT Political Staff

DOUBTS were raised on both sides of the Commons last night about the implications of yesterday's Defence White Paper on the future strength of Britain's conventional forces in general, and the Royal Navy in particular.

Mr Heseltine, Defence Secretary, can expect stiff questioning on the extent to which the resources provided meet the aims stated when he appears before the Defence Select Committee next week.

The £18,000 million defence budget represents a cash increase over last year of more than £1,000 million, and a real annual growth of three per cent.

Mr Heseltine ended speculation that the Navy's surface fleet faced new cuts. He gave a firm commitment to maintaining a force of 50 destroyers and frigates in commission for the foreseeable future, and said tenders would be sought in the next few days for building three more £110 million Type 23 frigates.

### NO SURPRISES

#### Transferring power

Maj-Genl Edward Fursdon, Defence Correspondent, writes: The Defence White Paper contains no surprises. It reviews Britain's strategic thinking and gives full detail of the Government's defence policy deriving therefrom.

The document stresses the benefits arising from transferring manpower from "tail" to "teeth"; the advantages of competition in defence equipment procurement; and strongly reaffirms Britain's commitment to multilateral negotiations in the field of arms control and disarmament.

'Plain Man's Guide'—P6; Editorial Comment—P18

### *Today's Weather*

GENERAL SITUATION: Showery N. airstream covers British Isles.

LONDON, E. ANGLIA, MIDLANDS: Sunny intervals and showers, heavy in places. Wind N.W. moderate or fresh. Max 54F (12C).

S.E., CENT. S. ENGLAND: Rain in places then sunny intervals and heavy showers. Wind N. moderate or fresh. Max 54F (12C).

E. ENGLAND: Sunny intervals and showers. Wind N.W. moderate or fresh. Max 50F (10C).

CHANNEL ISLANDS: Rather cloudy, occasional rain. Brighter later with showers. Wind W. veering N.W. moderate. Max 54F (12C).

S.W. ENGLAND, S. WALES: Rain in places becoming brighter with scattered showers. Wind N.W. light or moderate. Max 54F (12C).

S. NORTH SEA: Wind N.W., force 5 or 6-7, becoming 4. Sea rough becoming slight.

STRAIT OF DOVER, ENGLISH CHANNEL (E): Wind N.W. force 4 or 5. Sea slight or moderate.

ST GEORGE'S CHANNEL, IRISH SEA: Wind N.W. force 4 or 5 becoming variable 1-3. Sea slight.

OUTLOOK: Mostly dry with bright intervals. Temperatures near normal.

Weather Maps — P34

HUMIDITY FORECAST

| | | | |
|---|---|---|---|
| London | 70(40) | 60(40) | 65(65) |
| Birmingham | 60(45) | 50(45) | 70(65) |
| Manchester | 55(60) | 55(55) | 75(80) |
| Newcastle | 75(45) | 65(45) | 75(80) |

Yesterday's figures in brackets.

## *799 TGWU votes rigged by one man*

By MAURICE WEAVER Industrial Staff

**AN independent inquiry has found clear evidence of ballot rigging in last year's election for the general secretaryship of the Transport Union. In one case all 799 ballot forms returned by one branch had been filled in by a single person.**

A total of eight out of 12 branches in the London and South-East region subjected to close investigation produced "clear indications of malpractices.'

The investigator, Mr John Garnett, 55, director of the Industrial society, refused to identify the eight branches yesterday.

But the regional officials were totally exonerated by Mr Garnett of cheating allegations made against them. "They really played it straight," he said.

### Inquiry re-opening

Last night, following criticism from industrial correspondents that his report did not dig deeply enough in some areas, Mr Garnett announced that he was re-opening his inquiry and would be examining documents relating to more branches.

Mr Garnett does not recommend that the union switches to a postal system. But he calls for changes in existing procedures and emphasises that scrutineers must in future be more aware of the risk of fiddling and more suspicious of apparent irregularities.

The re-run ballot, to take place in the first week in June, will be a straight fight between Mr Ron Todd, the Left-wing candidate who won the first election by 44,817 votes, and the moderate challenger, Mr George Wright.

The report presses the union to launch an internal inquiry "rapidly and publicly" into what *happened at the eight* branches where Mr Garnett is convinced election irregularities occurred last time.

His own feeling, he says, is that "in a few cases people's zealousness overcomes their sense of justice and some people cheat."

### Crosses all small

In some cases it was possible that whole 50-page books of ballot papers had been completed and tossed into the ballot box as a "job lot."

At some big branches where all the members worked in te same plant it was easy for officials to sit down and do it themselves "on the basis that they know how the chaps would vote anyway."

Mr Garnett told of one branch where he had questioned the fact that all the crosses were small and looked similar in style. He was told that this was because the membership was predominantly women "and women always do small crosses."

He said: "I didn't think that explanation added up to much and that is one case I want examining."

At one branch he detected that a handful of people had used yellow, green, red and blue pens to "mass produce" the ballot returns but the result had been an easily-recognisable sequence of coloured "X's."

Mr Garnett said that the total number of votes in the eight branches where electroal practices were suspect was 5,600—not enough of themselves to change the outcome.

But at a Press briefing to launch his report yesterday he conceded *that* it was "always a possibility" that rigging could have gone undetected at any of the 1049 branches in the region not subjected to his in-depth inquiries because of time constraints.

The outcome also raised the question of what would be turned up if similar investigations were carried out in the union's 10 other regions.

### *The best market place for jobs*

THE DAILY TELEGRAPH carries more general appointments than any other national newspaper, every day from Tuesday to Friday.

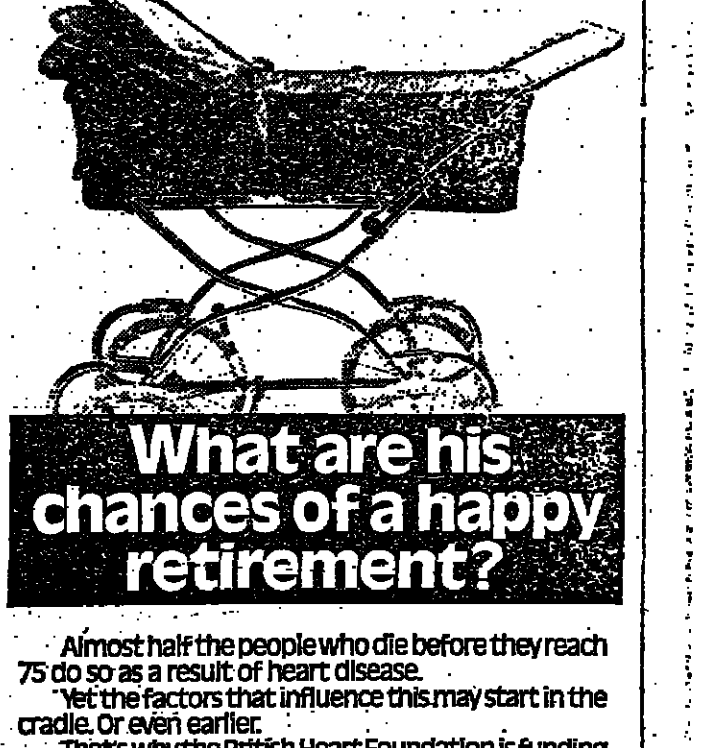
In today's paper there are 12½ *pages of jobs* offering opportunities in all industries from chief executive to graduate engineer.

## POLLING DAY FOR 47 COUNCILS

Polling takes place today to elect 39 non-metropolitan, o.. shire, county councils in England and eight in Wales.

Polling stations will be open from 8 a.m. to 9 p.m. There will be no elections in the areas covered by the Greater London Council and the six metropolitan county councils.

Gallup Poll—P5; Editorial Comment—P18



What are his chances of a happy retirement?

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(Figures taken from official Government statistics for 1982 on deaths under 75 in Britain)

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# BL PROBLEMS WORSENING SAYS CHAIRMAN

*By Our Business Correspondent*

PROBLEMS facing British Leyland have worsened over the last year, Sir Austin Bide, chairman, said yesterday.

Austin Rover, the volume car producer, faces a "severe test" following November's strike and loss of market share, while product plans are under review because of European emission regulations.

He said that domestic and international markets for Land Rover-Leyland remain "deeply depressed."

There are also "severe pressures" on Leyland Bus because of the slump in domestic business produced by the Government's bus industry de-regulation plans.

Sir Austin's comments, made in the group's annual report and accounts, emerge as the State-controlled company continues to battle against Government plans to cut the £1,800 million investment earmarked for Austin Rover.

Despite progress over the last few years Sir Austin says that further improvements are needed if B L is to achieve its aim of "being a competitive, successful and durable business."

Mr Ray Horrocks, chief executive in charge of the cars business, says in the report that the overall outlook for the British and European motor industry remains uncertain.

Demand for cars in Austin Rover's major markets is expected to remain depressed but the fall in the value of sterling has made exporting more attractive and with its new model range the group is better placed to improve its performance within Europe.

The accounts show the highest paid director, believed to be Mr Horrocks, earned £90,329 last year against £85,900 in 1983. Sir Austin as part-time chairman had an unchanged £65,000 salary.

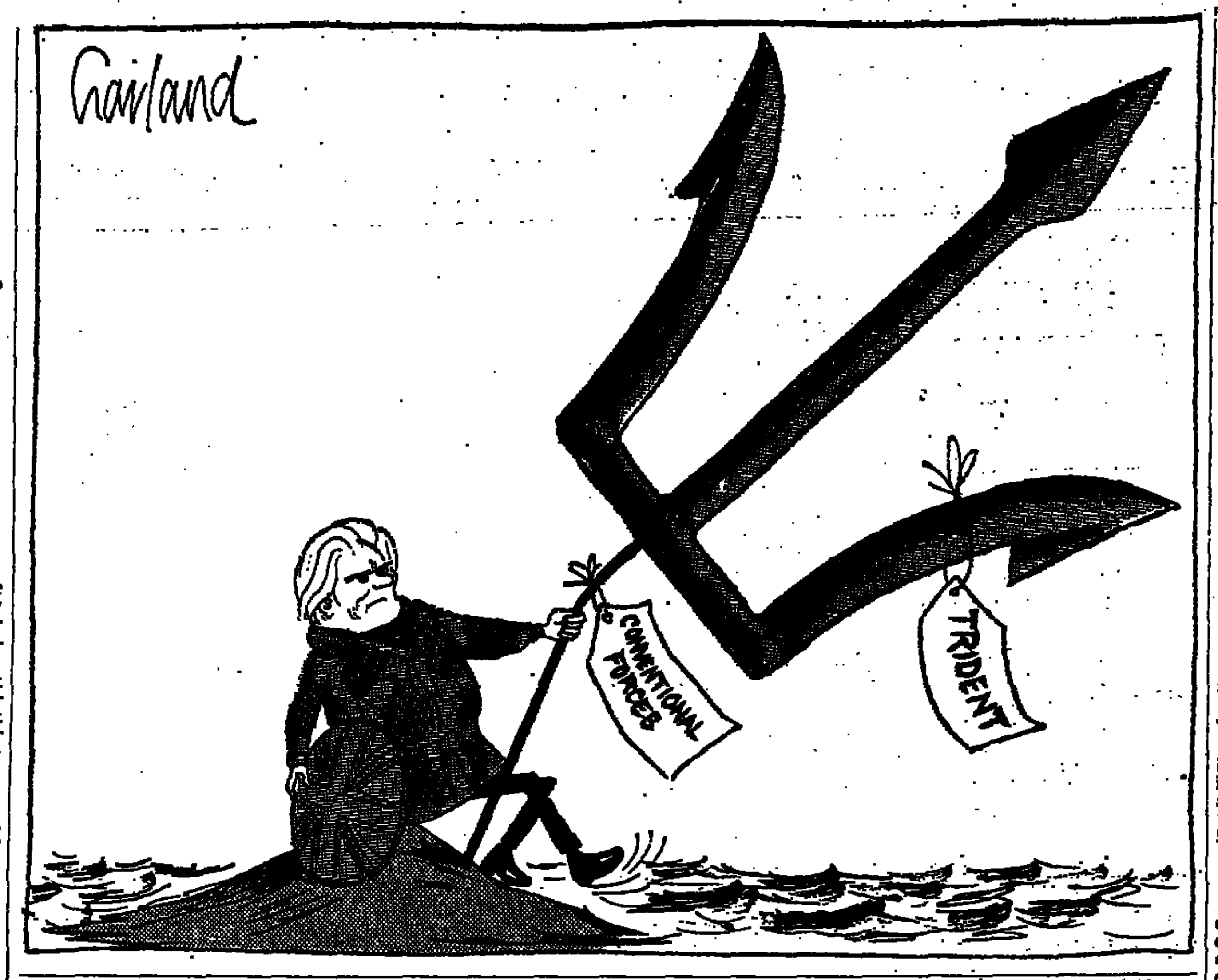
The Government controls over 98 per cent. of BL shares but there were still 65,000 private shareholders at the end of last year compared with 85,000 in 1980.

NO CASE FOR BL

**Zero State aid**

Not a penny of taxpayer's money went to British Leyland last year, the Government disclosed yesterday. This was the first year the company, set up in 1975, had received no Government cash aid.

Mr John Butcher, Junior Trade and Industry Minister, said in a Commons written reply to Mrs Ann Winterton, Conservative M P for Congleton, that State funding of B L had dwindled from £250 million in 1981-82 to £90 million in 1983 84 and to nothing in 1984-85.




# *BMA attacked over 'Pill suicides' row*

By STEPHEN BATES

THE British Medical Association was accused of irresponsibility yesterday for not investigating controversial allegations made at one of its meetings that two young girls had committed suicide as a result of the High Court ruling last December that doctors should not put under-age girls on the Pill without parental consent.

Mrs Victoria Gillick, the Wisbech woman who brought the original High Court case, now claims she has proof that the allegations about the two girls were untrue.

She said she has telephoned every coroner's office in the country and has failed to trace any record of either case.

As the B M A maintained its position of saying they had nothing to do with the allegations, made by a Yorkshire doctor at a private meeting, and would take no responsibility for them, Mr William Benyon, the Conservative MP for Milton Keynes, criticised their action.

He said: "If these claims were made at the B M A and they were inaccurate and false, they should not have allowed them to be publicised and they should have investigated them. They have been irresponsible."

Mr Benyon put down a series of written Commons questions to Home Office ministers.

He was told that no such cases had occurred in Yorkshire, the area where Dr Eileen Wain, the doctor understood to have made the allegations, practises, but when he and other M Ps asked whether cases had been reported elsewhere the Home Office refused to investigate on grounds of cost.

Mrs Gillick, however, now claims to have contacted each of the 140 coroner's courts in the country—at a cost in telephone bills of £60—and to have found no cases of under-age girls having committed suicide in the relevant period.

# *Airport deal criticised*

MPs have criticised the way the contract for the £276 million airport at Mount Pleasant on the Falklands was awarded in a report published yesterday by the powerful All-Party Commons Committee of Public Accounts.

It says the field of competition was restricted to three tenders, and claims that a lower bid could have been obtained with more tenders.

"The Property Services Agency had entered into preliminary discussions with seven leading contractors in the autumn of 1982. After these discussions, six of the firms formed three consortia so as to pool the financial, management and professional resources needed for the job and reduce the risk of any single firm," says the report.

The following May the agency invited the three to submit tenders and the lowest, from Laing - Mowlem - Amey Roadstone, was successful.

"The agency's standing instructions call for 10 tenders to be sought for works contracts. This was clearly impracticable for these quite exceptional projects."

Questioned why no more than three tenders had been obtained, the agency said it believed that in this particular project, with so many unknowns and of such a size, accepting tenders from just three consortia was justified.

# REPRIEVED DOG KILLS GIRL OF 2

A "VICIOUS and dangerous" Alsation given a last-minute reprieve from death after attacking three small children later killed a two-year-old girl who was left alone with it, an inquest at North Shields, Tyne and Wear, heard yesterday.

Zara Phillips was bitten seven times on the neck and chest by the Alsatian, a bitch named Kes belonging to her grandfather.

Only a few weeks earlier, Kes had bitten Zara and was taken to a vet's by her aunt to be destroyed.

But Zara's grandfather, Mr David Creagh, 46, went to the vet's and brought the dog back to his flat above a fish-and-chip shop in Buttermere Road, North Shields.

It was there on Jan. 22 that the dog savaged Zara, who had been left alone to play with her cousin Paul, also two, while her mother Maureen worked in the shop and Paul's mother slept upstairs. Zara died the next day in hospital.

**Bitter regret**

Kes, who had previously bitten Paul and his brother Scott, four, was destroyed after police told the family the injuries had been caused by bites.

The coroner Mr Brian Gallon recorded a verdict of death by misadventure.

He told the family: "What I have had described to me today is a vicious and dangerous animal that has attacked children previously.

"I am sure all the family must bitterly regret the decision to bring that dog back from the vet's following the previous incident."

He added: "I am satisfied there has been a misunderstanding between the lot of you as to who was looking after the child."

He told Zara's 21-year-old mohter: "You thought your sister was getting up and coming downstairs and perhaps she was aleep all the time. The reult was this dog had a clear field."

Mr Creagh was not called to give evidence and did not attend the hearing.

## HOLIDAY TRAVEL

By Our Transport Correspondent

Sunday timetables will operate on most London bus and Underground services next Monday, a bank holiday. Cheap day return fares will be available all day.

# New law 'too easy on liquidation cheats'

*By Our Business Correspondent*

GOVERNMENT measures to protect consumers against "cold blooded" liquidation, outlined in the Insolvency Bill now before the Commons, do not go far enough, Sir Gordon Borrie, Director General of Fair Trading, said yesterday.

He called for stronger legislation to safegnard consumers in situations where a company deliberately goes out of business and starts up again within weeks under a new name.

"Human nature will ensure there are always villains and tricksters in trade as elsewhere. There will always be a need, I fear, for the ultimate sanction of new laws to combat the worst mischiefs."

He went on: "Not all companies or trade associations are self-starters in taking the consumer interest into account when adopting new practices or latest technologies. Some may need a gentle push — or even a sharper elbow jab — from me or another source as an initial impetus."

His comments are made in his annual report which shows a sharp rise in consumer complaints about goods and services.

There were 648,425 to local authorities, advice agencies and the Office of Fair Trading in the year to Sep. 30 — an increase of 83,727 over the 1983 figures.

**BANKRUPTCY ERROR**

**Rules tightened**

Procedures are being tightened to try to avoid cases where innocent people are named as bankrupts as a result of mistaken identity, a report to MPs by the Ombudsman, Mr Anthony Barrowclough, disclosed yesterday.

He reported the case of a man on whom notice of a receiving order in bankruptcy had been served following a mistake by the Official Receiver's Office, staffed by officers of the Department of Trade and Industry.

It was intended for a man of the same name living in the same area. The Ombudsman said an attempt had been made by an official in the department to stop him investigating the case, but as a result of his investigation it had agreed to pay the man £100. The Treasury Solicitor paid his £100 solicitor's bill.

The Ombudsman said: "It must be a frightening experience to be confronted by someone with the apparent authority to take an inventory of one's possessions

## SUPERVISION URGED FOR POLICE DATA

POLICE use of personal information about members of the public should be subject to independent supervision, not left for the police to control, the Consumers' Association said yesterday.

At least one in 10 people and as many as one in six men may have had a local criminal intelligence report written about them, says the association's WHICH? magazine.

"Such reports prepared by the police are partly factual but mayl also include speculative and unverified information. They include names, addresses, social and business connections, criminal record, places frequented, cars used, description and perhaps political activities," says the magazine.

"As from 1987 new data protection legislation in the U K will mean you will be able to find out what information is held about you on computers, including some police computers, but in practice you'll have very limited access to most information that the police may have about you.

"This is because manually stored information will not be covered by the Act and many police records are still not computerised; some personal information relating to national security will be exempt from the legislation; and you will not be able to find out what information police have on you if it is likely to 'prejudice the prevention or detection of crime.'"

## LETTER BOMB CHARGES

A man and woman appeared before Dartford magistrates yesterday after a letter bomb was sent to a police station.

Miss Karen Williamson, 18, of Burnham Road, Dartford, charged with making an explosive substance and Mr Mark Maxwell, 24, of Shakespeare Road, Dartford, charged with possessing an explosive substance, were both remanded in custody for a week.

# 'TOO MANY' LONG-TERM JOBLESS

By ANTHONY LOOCH

THE level of long-term unemployment is "far too high" and is a matter of grave concern, Mr King, Employment Secretary, told the Commons Employment Select Committee yesterday.

Mr King and Mr Peter Morrison, Minister of State for Employment, were giving evidence to the committee, which is investigating the Manpower Services Commission corporate plan for 1985-89.

Mr King said measures had been introduced in the last Budget to reduce the level of long-term unemployed.

Mr Tony Baldry (C., Banbury) complained of "irresponsible knocking" of the Youth Training Scheme. He referred to the previous week when two MPs, Mr David Nellist (Lab., Coventry SE) and Mr Terry Fields (Lab., Broadgreen) supported a Left-wing sponsored "strike" of schoolchildren, in protest against alleged Government plans to "conscript" 16 and 17-year-olds into the new two-year scheme.

**'Contemptible strike'**

Mr Morrison said the strike had been "contemptible" and disgraceful. It was politically motivated and might unfortunately convince some 15 or 16-year-olds, who might benefit from the scheme, that they should not join it.

Mr Gordon Brown (Lab, Dunfermline E) said the Government had not increased its contribution of £1,100 million towards YTS, even though the scheme had been lengthened from one year to two.

Mr King replied that the Government was looking to industry to make "a significant contribution" towards the costs of the extended scheme.

The committee's chairman, Mr Ron Leighton (Lab. Newham NE), said it appeared to some people that the Government was trying to get the two-year scheme "on the cheap."

## *Shipyard men claim betrayal*

By JOHN PETTY
Shipping Correspondent

UNION leaders reacted angrily yesterday to a call for 600 redundancies at Scott Lithgow, the Clyde shipyards saved from total closure 13 months ago when Trafalgar House bought them from British Shipbuilders for £12 million.

There are 2,500 workers at the Greenock and Port Glasgow business which lost the confidence of shipowners and oil companies through late deliveries under British Shipbuilders.

Trafalgar House has fought hard to restore the lost reputation, but has failed to gain a single new contract.

Shop stewards said they were "shocked and dismayed" and there would be a mass meeting of workers today.

The only work left in the yard is the much-delayed rig for Britoil.

Trafalgar House has tried to persuade the Government to give orders for submarines to Scott Lithgow, so far with no success.

Mr Eric Parker, group chief executive of Trafalgar, said yesterday that it had been envisaged at the time of the takeover that the workforce would be cut from 2,800 to 1,500 by the end of last year if no new work could be found.

## TWO LEADING JUDGES GIVEN NEW POSTS

By Our Legal Correspondent

Lord Justice Griffiths, 61, a Lord Justice of Appeal since 1980 and a High Court judge since 1971, has been appointed a Lord of Appeal in Ordinary.

Lord Justice Browne-Wilkinson, 55, a Court of Appeal Judge since 1983, had been appointed Vice Chancellor in succession to Sir Robert Megarry who retires on June 1.

As a Lord of Appeal in Ordinary, Sir Hugh Griffiths will receive a salary of £58,500 while Sir Nicholas Browne-Wilkinson's salary as Vice Chancellor and head of the Chancery Division will remain at £55,500.

## TREASURY POST FOR EX-BANKER

By Our Political Staff

Mr Tom Sackville, 34, Conservative M P for Bolton West, has been appointed parliamentary private secretary to Mr Hayhoe, Minister of State at the Treasury. Mr Sackville was formerly a banker.

Since election to Parliament he has specialised in the aerospace industry and drug misuse, becoming joint secretary of the Tory backbench Energy Committee and a founder-member and secretary of the All-Party Committee on Drug Misuse.

## NEW VICKERS CHIEF

By Our Shipping Correspondent

Dr Rodney Leach, 53, the nuclear physicist and management specialist who quit the P and O board after the building of the £125 million cruise liner Royal Princess, is today appointed managing director of Vickers Shipyard, which builds nuclear submarines.

Details — P21

# JPs get guidelines on higher fines for traffic offences

*By TERRENCE SHAW Legal Correspondent*

SUBSTANTIALLY bigger fines for speeding, reckless driving and drink driving are suggested in the latest guidance to magistrates on penalties for traffic offences from the Magistrates Association.

It also suggested that a driver caught while disqualified should initially risk custody rather than a fine.

This is because the offence is a blatant disobedience of a court order.

In the list of suggested starting point penalties in the latest issue of THE MAGISTRATE, the association proposes that for reckless driving it should be £300 instead of £120.

**Reckless driving**

Other recommended increases: Speeding, £2 instead of £1.50 for each mile per hour over the limit. Driving with excess alcohol, £200 rather than £120 for a first offender. Failing to stop after an accident, up from £100 to £125; Failing to report an accident, £50 to £125; Faulty brakes on a goods vehicle, £50 to £125; Overloading commercial vehicles, £200 to £400.

**Not a tariff**

Another suggestion is that some motorway offences should be dealt with more severely — driving in reverse should earn a £150 fine instead of £75 at present, £200 instead of £100 for driving in the wrong direction, and £150 instead of £100 for making a U-turn.

The suggested penalties, drawn up by the association after consultation with its 57 branches throughout England and Wales, and approved in principle by the Lord Chancellor and the Lord Chief Justice, are designed to encourage consistency, but not to operate as a tariff, and can be increased or decreased depending on circumstances.

## CAR TAX BLITZ

By Our Transport Correspondent

Islington will be the next area to have a two-week blitz by police on untaxed vehicles, starting on May 20, it was announced yesterday by Mr Spicer, Transport Under Secretary.

## 'THAT'S LIFE' DOCTORS IN SETTLEMENT

THE final part of England's most expensive libel action, over allegations against Harley Street slimming expert, Dr Signey Gee, in B B C's "That's Life" programme, was settled in London yesterday—90 days after the case began.

The action has already resulted in the Corporation agreeing to pay £75,000 damages and record costs of £1·2 million.

It ended with a brief announcement that Dr Gee had accepted money paid into court by two doctors who made comments to the "That's Life" team about the doctor's treatment of patients.

**Help sought**

The hearing was adjourned and the court will sit again today for full details of the settlement to be given.

In the action Dr Gee, 63, accused ESTHER RANTZEN, the B B C, two members of her team, Dr CLEMENCY MITCHELL, a G P, and Dr ROGER BLACKWOOD, a heart specialist, of portraying him as a "unscrupulous profiteering quack."

The alleged libel concerned an item in the programme about Mrs MARGARET DAY, a child care assistant from Binfield, Berks, who went to Dr Gee seeking help in losing weight.

Although the part of the case relating to the B B C was settled last week, Dr Gee's action against the doctors had continued. They denied libel.

During the hearing, the trial judge Mr JUSTICE CROOM-JOHNSON, was promoted to the Court of Appeal.

The settlement means that he can now take his place as a Lord Justice of Appeal and it also opens the way for the hearing by the General Medical Council of a complaint lodged against Dr Gee by Dr Mitchell and Dr Blackwood.

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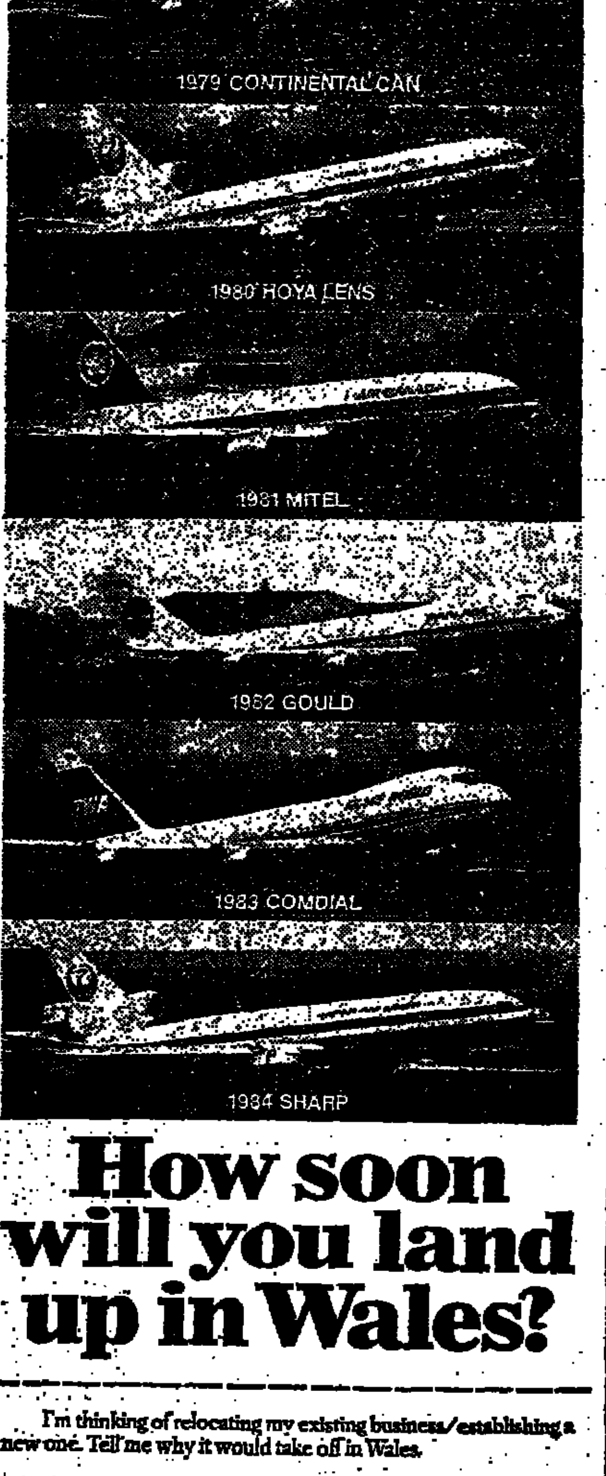


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# 'GADDAFI WAR' KILLER DUMPED GUN IN BATH

THE professional killer who executed a Libyan adventurer in a London flat in the wake of the terror campaign against Gaddafi opponents last year left his silenced pistol in a bathful of water to destroy forensic evidence.

A Westminster inquest was told yesterday that he also dumped in the bath six bullets, a knife, a notebook and pen he had used to write a vengeance note, and an ashtray with cigarette ends.

Det. Con. JOHN LOADER told the inquest: "My immediate thought was that they had been put into the bath to remove finger marks and saliva."

ALI EL-GIAHOUR, 45, had been hit twice in the face, forced so violently to his knees that one was bruised, and shot once in the back of the head at a range of only 18 inches.

Beside his body was a note in Arabic which said: "This is the punishment for the one who is employed to do a job and does not succeed in doing it. Signed Al-Fatih Forever and the Committees Everywhere."

"Al-Fatih" means conqueror, and has been used in the past to refer to Col Gaddafi.

The "committees" are thought to refer to the Libyan People's Bureau, outside which WPC Yvonne Fletcher was murdered a year ago.

### Cold and calculated

Recording a verdict of unlawful killing, the coroner, Dr PAUL KNAPMAN, described it as "an efficient, cold, calculated killing.

"By any standard the person doing this had been most professional. He left behind in a bath every major thing that would attribute the death to the perpetrator.

"It is obvious this is a murder, quite clearly a carefully planned and meticulously executed murder."

Tripoli-born el-Giahour, a father of six, had been charged in March 1984 with conspiracy over six bomb attacks in London, including one at an Arabic restaurant in Mayfair which injured 23.

Another Arab was later jailed for 15 years. el-Giahour was released on bail in May despite strong police objections.

In August police broke into a flat in Bickenhall Mansions, off Baker Street, after neighbours complained of a smell. They found the Libyan's decomposing body. He had been dead for several days.

Det Chief Insp ANGUS MACKINTOSH, of the Anti-Terrorist branch, said the man who rented the flat for a week was not el-Giahour. He spoke Arabic and claimed to be Moroccan.

The killer had left £72 in cash on the sofa, and no attempt had been made to take el-Giahour's expensive gold watch and ring.

Dr Knapman said: "By any standards this is an efficient, cold, calculated killing?"

Mr Mackintosh replied: "Beyond a doubt. The position of the body, the neat way the shoes had been placed alongside it, showed it had been a cool, calculated act."

### Bent to the wind

Det. Sgt HAROLD ELBOURNE, also of the Anti-Terrorist branch, said that about the time of the death of WPc Fletcher it was obvious there were two Libyan factions in Britain—pro- and anti-Gaddafi.

It was difficult to say where el-Giahour stood.

"He went with the wind. If it was to his advantage he was pro-Gaddafi, and if it was to his advantage he would be anti-Gaddafi. But I would lean towards the pro-Gaddafi because that is where his business was."

He described el-Giahour as a "Mister Fixit," adding: "He arranged anything for anybody and took a commission on what was being done."

Asked by Dr Knapman whether this meant anything legal or illegal, he replied: "Yes sir."

Sgt Elbourne said: "Our inquiries have not found anyone that will admit doing business with him. He lived a flamboyant and expensive lifestyle. It is difficult to know where the money came from from that lifestyle."

Nurse Jill Sanderson, 27, unable to contain her exuberance yesterday when she spoke for the first time about ending seven weeks in an isolation "bubble".

# *Breeze is a joy for Lassa fever nurse*

By COLIN RANDALL

NURSE Jill Sanderson, the midwife who was flown home by the RAF after catching Lassa fever while working in Sierra Leone, spoke yesterday of her disbelief on waking up in a plastic tent in Bristol to be told what she was suffering from.

Miss Sanderson, 27, who spent seven weeks in the isolation "bubble" at Ham Green hospital before being allowed out last Friday, said:

"I was absolutely astonished. I just couldn't believe it, though I couldn't say I was frightened.

"I was still feeling fairly confused because I didn't remember anything of what had been going on. I suppose somehow you never think it is going to happen to you. Although I had nursed mothers with Lassa fever, I had never thought of myself as being in danger."

### Walking again

She posed cheerfully for photographers in the grounds of Ham Green, wearing a jumper bearing the knitted Christian names of the two doctors, physiotherapist and 19 nurses who have cared for her in the infectious diseases unit.

Although in a wheelchair, she is already able to walk again, and hopes to leave hospital in the next 10 days to complete her convalescence at her parents' home in Knaresborough, Yorkshire.

The most exciting feature of leaving the tent is being able to shake hands and embrace people, and to feel the breeze on her face, she said.

She lay in a coma for a week after contracting a high fever in Sierra Leone, where she had been working in voluntary overseas service at a health centre at Panguma, 200 miles from Freetown.

Lassa fever was diagnosed and she was treated at an American research hospital at Setbwema before being flown home on board a specially-equipped RAF VC-10 on March 8.

### Strength of faith

Dr Stuart Glover, the Ham Green specialist in infectious diseases who headed the team nursing her, said she owes her life to the exceptional standard of medical care she received in West Africa.

She had been treated with an anti-viral drug, Ribavarin, which had been used previously for other infections but was still at an experimental stage in connection with Lassa fever.

Dr Glover added: "Jill also has tremendous courage, fortitude and a great deal of religious faith — and you can never dissociate such qualities from the process of getting better."

# Jockey Club fine Piggott trainer

By GUY RAIS

CHAMPION trainer Henry Cecil was fined £2,000 by stewards of the Jockey Club yesterday for a breach of rules concerning retainers for Lester Piggott.

The disciplinary inquiry followed allegations that Piggott — then stable jockey at Cecil's Newmarket yard—had requested and received payment over and above the retainer which must be registered with Weatherbys, the Jockey Club administrators.

Shortly before Cecil was fined, Walter Swinburn, appearing before the same stewards disciplinary committee, was banned from riding for 21 days for reckless riding a week ago at Epsom.

It meant that Swinburn will not only miss his Classic ride on Dafayna, second favourite for today's 1,000 Guineas, but the ride on Shadeed, favourite for Saturday's 2,000 Guineas.

### Last season

Piggott at 49, riding in what is expected to be his last season as a jockey, stepped straight into the plum ride on Shadeed.

Ironically, Piggott appeared as a witness in the Cecil inquiry which followed the banning of Swinburn.

After hearing evidence from Cecil, who was legally represented, and Piggott, the committee found Cecil to have been in breach of Rule 75, which states "... the terms of all agreements must be registered at the racing calendar office."

Both Piggott and Cecil left the inquiry at the Jockey Club headquarters in Portman Square without commenting. The maximum fine for the offence is £3,000.

Hotspur—P32

## HELIPORT PLAN AT TOWER BRIDGE

By Our Air Correspondent

A planning application for a new heliport for the City and Docklands area of London was submitted yesterday by Star Aviation, the executive helicopter firm that operates from Battersea heliport.

The site chosen is Chambers Wharf on the south side of the Thames.

## PALITOY JOBS GO

Britain's biggest toy company, Palitoy, of Coalville, Leicestershire, founded in 1919, is closing its manufacturing section and making 527 workers redundant. A subsidiary of the U.S. firm General Mills, it plans to concentrate on its marketing work. Among its products were Action Man and Tiny Tears.


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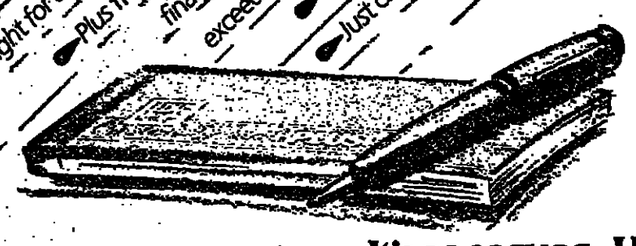

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# *'No regular checks' on beaten baby Jasmine*

By LIN JENKINS

THERE were no regular medical checks made on little JASMINE BECKFORD after she returned to the care of her parents even while she was still considered at risk from beatings, the independent inquiry into her death was told yesterday.

Before social workers decided to remove her name from the non-accidental injury register seven months after her return home, no G.P or paediatrician examined her for signs of abuse or maltreatment.

Dr JOHN WARNER, consultant paediatrician at St. Charles Hospital, Kensington, told the inquiry at Brent Town Hall at his surprise at the lack of medical care and of his concern at not being invited to meetings where major decisions about Jasmine's future were taken.

He said he first saw Jasmine and her sister Louise in August, 1981, when they were admitted to hospital with fractures which he said in his opinion were "non-accidental."

Jasmine was well below the normal weight for a child of 20 months but made considerable improvement while in hospital.

### Emotionally deprived

When he later visited the two girls at the home of foster parents Peter and Gay Probert "they looked extremely healthy, very happy. It tends to suggest they were emotionally deprived previously and not properly stimulated."

Jasmine died on July 5, 1984, of head injuries and a post mortem examination made it clear she had been the subject of torture and brutality for many months.

Her stepfather MAURICE BECKFORD, 25, was jailed for 10 years at the Old Bailey in March for manslaughter and his common law wife BEVERLY LORRINGTON 25, received 18 months for wilful neglect and cruelty.

The inquiry is to ascertain how Jasmine died in such appalling circumstances and to make recommendations to prevent a repeat of the tragedy.

The inquiry was adjourned until today.

## WOMAN, 33, SHOT DEAD IN BED

A HOTEL owner's wife, Mrs Cheryl Calvert died yesterday after being blasted with a shotgun as she lay in bed with her four-year-old daughter. When police arrived at her secluded farmhouse on the Isle of Wight, they found Robert Simpson dead from shotgun wounds with a gun lying nearby.

They said no one else was being sought in connection with the incident.

Thirty-three-year-old Mrs Calvert's daughter Annabel lay screaming in bed with pellets embedded in her leg while her brother Charles, six, ran to a neighbouring farmer for help.

Mr Fred Long, of Rew Street, Northwood, said Charles told him his mother had been shot. "Charlie was marvellous about it all. He was very grown-up as he told me what had happened. I calmed him down and then called the police.

### Pellets removed

"When they arrived they went down to the house and took the little girl to hospital to have the pellets removed from her leg.

"She was in a bad way, but after she had been to hospital to have the pellets removed she settled down

Mrs Calvert's husband, Malcolm, 50, was too distressed to talk about the incident

The Calverts, who had been married for 10 years, had been living apart and divorce proceedings had started. She was living in their house at Hillis Farm while he lived at the hotel.

Mr Simpson, 24, was the son of Mr Colin Simpson who retired as chief executive of South Wight Borough Council earlier this year.

He lives with his parents at Manor Farm, Mill Road, Shalfleet, Isle of Wight, and had been seen escorting Mrs Calvert in Newport public houses in recent weeks.

## BATMAN APPOINTED

Mr Rodney Humby, 22, a biologist, of Newbridge-on-Wye, mid-Wales is being paid £70 a week on a 12-month Manpower Services Commission scheme to help and advise churches which have problems with bats, now a protected species.

## FOOTBALL FAN DIES

A football fan collapsed and died after seeing his team win a cup final at Portman Road, Ipswich. Philip Holmes, 20, of Howton Road, Bury St Edmunds, collapsed after running on to the pitch to photograph Bury Town players who won the Suffolk Senior Cup.

## HEART MAN DIES

The 38th heart transplant patient at Cambridge's Papworth hospital, Tony Rich, 53, has died there just under three years after his operation. Mr Rich, of Oldbury, West Midlands, went back into hospital at Easter.

## £700 FINES OVER CATTLE CRUELTY

A Devon couple with 50 years of farming experience were each fined £350 yesterday for causing cattle unnecessary suffering, after Teignmouth magistrates were shown photographs of their emaciated and dehydrated animals.

Silver Cobb, 69, and his wife Perdita, 70, of Lower Roccombe Farm, Stokeinteignhead, who pleaded guilty, were also ordered to pay costs totalling £290. They blamed last summer's drought for the poor state of the animals.

## PEVENSEY SITE TO BE RESERVE

The Pevensey Levels on the Sussex coast, an area of marshland, has been acquired by the Nature Conservancy Council, as a nature reserve.

The council has bought 40 acres of grazing meadows of particular interest for their medieval pattern of freshwater drainage dykes. They are also rich in aquatic plants and invertebrate animals and have large bird populations.

## TRAWLERS HELD

The Irish Navy arrested three Spanish trawlers for illegal fishing in Irish waters yesterday. Twenty-two foreign trawlers have been arrested this year by the Irish Naval Service.


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## Nicaragua miscalculation by US

# SANDINISTA REGIME MOVED STEADILY LEFTWARD

By FRANK TAYLOR in Washington

EVER since President Taft sent American Marines into Nicaragua in 1912, the country has rarely been spared the close attentions of Washington.

Over the years, the United States has deeply involved itself in Nicaraguan politics, has helped to train its soldiers and even supervised one of its elections, a classic case of the big Yanqui brother from the north putting a banana republic straight.

But just as the United States miscalculated in Cuba, so it has done in recent years in Nicaragua.

Matters began to come to a head in the late 1970s when the dictator Anastasio Somoza, who had always enjoyed the support of Washington, suddenly realised that not only was his regime facing a guerrila army called the Sandinistas, but that the insurgents had popular support throughout the country.

The same realisation dawned at the White House, where it was decided that Somoza's hold on office was weakening at an alarming rate. He was "encouraged" to surrender and the United States welcomed the Sandinistas, particularly when they professed to be intent on bringing democracy to a land that had rarely known it.

### Carter preoccupied

Somoza finally gave up and fled into exile in July, 1979, leaving the capital, Managua, to the Sandinistas. They take their name from Augusto Sandino, an army general turned rebel who was assassinated in 1933, some say with United States connivance.

With President Carter preoccupied by the Iran hostage crisis, Washington did not perhaps give all the attention it might have done to the subsequent developments in Nicaragua.

The Sandinistas quickly began to consolidate their rule, forming a junta in which the more radical Left-wingers such as Tomas Borge and Daniel Ortega soon made life uncomfortable for the moderates who had supported the revolution.

By the time President Reagan took office in January, 1981,

President Daniel Ortega, made life difficult for the moderates.

the Marxists in the junta were well established as the chief policy-makers.

Only three days after Mr Reagan was sworn in, the United States suspended economic aid to Nicaragua. In the previous September, President Carter had assured congress that the Sandinistas were not assisting Left-wing insurgents in other countries, including El Salvador.

But, citing United States intelligence reports purporting to show Nicaraguan weapons clandestinely entering El Salvador, Mr Reagan made the aid cut-off decision.

The Sandinistas denied the accusations, but at the same time went about strengthening their relations with Cuba and the Kremlin. The Nicaraguan armed forces began receiving military hardware from the Communist bloc, most of it channelled through Cuba.

### Spying network

On the domestic front, the Sandinistas followed the Cuban model by introducing "committees for the defence of the revolution" in every urban neighbourhood, what amounts to a highly effective spying network that is able to monitor the activities of ordinary people.

The Sandinistas also formulated a new education law which seeks to dilute the influence of the many schools run by the Roman Catholic Church.

In the United States, Mr Reagan began to take a highly visible personal role in the propaganda battle with the Sandinistas, accusing them of trying to give international Communism a foothold on the American mainland and of fomenting subversion in countries friendly to Washington.

But there was also a secret side to Mr Reagan's policy. In November, 1981, he approved funds for a covert war against the Sandinistas, to be run by the CIA.

The operation did not remain secret for very long. Details began to leak out in the following March, provoking a wave of criticism in Congress, whose members maintained they had not been fully briefed on the extent of the secret action.

General Anastasio Somoza, fled into exile in 1979.

Later in the year, Congress banned funds for "overthrowing" the Sandinstas and encouraged a diplomatic peace effort by other Latin American governments in the region.

Early in 1983, the Contadora peace initiative was launched, so named for the island off the coast of Panama where the government representatives of Venezuela, Colombia, Mexico and Panama first met to begin the process.

### Honduras manoeuvres

Mr Reagan declared his support for the Contadora effort, but at the same time authorised the Pentagon to begin a series of military manoeuvres in Honduras that were plainly intended to intimidate the Sandinistas.

These manoeuvres are still going on and have enabled the American army to construct a network of supply bases, air strips and communications facilities on Honduran territory. The Sandinistas say that this infrastructure is for use by Honduran and American troops who intend to invade their country.

In November, 1983, Congress took Mr Reagan's warnings seriously and approved $24 million in aid for the "Contra" rebel army of Nicaraguan exiles that had been trained with the help of the CIA.

### Harbours mined

But last year, Capitol Hill was "shocked" to learn of some of the CIA's activities. It was disclosed that the agency was behind the mining of Nicaraguan harbours, which led to several cargo ships from other countries being damaged.

The CIA also issued an instruction manual to the rebels in which they were told how to assassinate civilian officials.

Congress reacted by suspending further aid to the Contras.

Last summer, Mr Shultz, the American Secretary of State, met Senor Ortega, the Sandinista junta leader, and it was agreed that regular bilateral talks should be held. Several sessions took place in secret in Mexico, but the talks were broken off in January by Washington.

In March, Mr Reagan finally stated publicly that he wanted to see the Sandinistas removed from office and he called on Congress to resume military aid for the Contra rebels.

But in a stunning reversal for the White House, Congress not only blocked new military assistance, but also barred even humanitarian aid such as food and medicines, for the rebel cause.

Editorial Comment—P18

## Arms sale curbs likely by Western Europe

By DAVID ADAMSON Diplomatic Correspondent

THE United States informed Britain before it applied sanctions against Nicaragua, but has not asked the Government to follow suit.

Foreign Office officials refused to comment yesterday on the American move, but the British view that sanctions are counter-productive is well-known.

The most Britain is likely to do is impose a tacit embargo on arms sales similar to that in force for Cuba, also subject to American sanctions.

Other West European countries, including France—which at one time seemed anxious to sell weapons to Nicaragua—are expected to adopt a similar course, with the result that Nicaragua, like Cuba, will be totally dependent on Soviet supplies.

British antipathy to sanctions is based on experience dating back to their imposition on Italy by the League of Nations after the invasion of Abyssinia.

### Forlorn weapon

Their failure to bring about a rapid collapse of the Smith government in Rhodesia merely reinforced the view that they are a rather forlorn weapon of last resort.

However, Britain was a party to the sanctions introduced after the declaration of martial law in Poland and, with other Western countries, it applies a ban on the sale of computers and other high technology goods to the Soviet Union.

Despite their less-than-spectacular record, sanctions do have an impact. American sanctions have forced the Soviet Union to spend billions of pounds on maintaining the Cuban economy.

The Nicaraguans are not as dependent on American trade and money as Cuba was in the 1950s, but the Russians are hardly likely to welcome the prospect of having to put them on the pay-roll.

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President Reagan looking up to watch a fly-past by the West German Air Force after he and his wife arrived in Bonn

## SANCTIONS 'WON'T WORK'

By FRANK TAYLOR in Washington

A FORMER diplomat who helped implement the American trade embargo against Cuba 25 years ago said yesterday that similar action announced by President Reagan against Nicaragua would not work.

Mr Wayne Smith, who was in the United States Embassy in Havana in 1960, said: "It didn't work then and it won't work now. In the long run they will find alternative outlets for their exports and will get their imports elsewhere too."

Mr Smith, now a lecturer in Latin American affairs at Johns Hopkins University in Washington, has visited Nicaragua frequently and believes the Sandinisats are too well entrenched to be brought down by such tactics.

Mr Shultz, the Secretary of State, said in an interview with the WASHINGTON POST: "It's not going to be an overpowering event. But there's a certain sense of feeling that regardless of the effect, certain kinds of relationships with countries we think are doing a lot of damage are undesirable."

### Republican welcome

The embargo was welcomed by some Republicans in Congress, who are still smarting from last week's defeat by the Democrats of Mr Reagan's proposal for giving new military aid to Nicaraguan rebels.

But Mr Reginald Norton, an official of the Church-supported Washington Office on Latin America thought the move could increase European opposition to America's handling of the Nicaragua issue.

Mr Larry Birns of the Council on Hemispheric Affairs, a liberal "think-tank," agreed. "The Reagan Administration seriously under-estimates the strength of the anti-Washington movement in Europe on the Nicaragua question," he said. "What is going to happen is that the Western Europeans will make up the trade difference."

A prominent Republican who opposes the embargo is Mr Robert Michel, the party leader in the House of Representatives.

He said he was "troubled" by such moves and recalled that Washington was severely criticised for the Soviet grain embargo and the attempt to bar the sale of gas pipeline equipment to the Russians.

### Economy 'in a mess'

Mr Donald Regan, White House chief of staff, said in a television interview from Bonn that the Nicaraguan economy was already "in a mess".

"They owe over $5 billion (in foreign debt).

Financial sources in Washington said that Mawagua was more than $12 million behind in its scheduled repayments for $147 million in loans from the World Bank.

Informants said yesterday that other action that may be taken by Mr Reagan could include a break in diplomatic relations and recognition of a Nicaraguan government in exile.

## TWO-YEAR HOLD ON AIRCREW

By Our Auckland Correspondent

New Zealand's Defence Council is so worried by a manpower drain from the Air Force that it has declared that certain aircrew must give two years' notice before they can leave.

By declaring a state of critical manning the council intends to halt the exodus of pilots, navigators and air electronics officers being recruited by the country's civil airlines.

## BOMBER JAILED

An Indonesian court yesterday jailed Melta Halim, 32, for 34 years for taking part in three bomb attacks on property owned by the Chinese minority in Jakarta in October in which two people were killed. Eight other people are awaiting trial on similar charges.

## Reagan budget cuts under fire in Senate

By DAVID SHEARS in Washington

THE battle of the Red Ink began in earnest on Capitol Hill yesterday as the Senate began debating amendments that could undercut President Reagan's plan to slash the American budget deficit.

As Mr Reagan flew to Bonn on Tuesday night, the Senate managed to give him a good send-off for the economic summit meeting by approving the plan in principle.

But the vote was only 50-49 and it was seen as no more than a symbolic gesture to give the President something to boast about to his six heads-of-government colleagues.

The President's victory could prove short-lived, for the first amendment taken up yesterday was to remoe one of the most controversial spending cuts of all. This is Mr Reagan's proposal, as part of his deficit-reduction package, to hold increases in social security benefits to less than the rate of inflation.

Many senators, bith Republicans and Democrats, are sensitive to this proposal, which is designed to save $3 billion (£2·4 billion) in the fiscal year starting Oct. 1.

### Three-year package

All told, the President's three-year package is aimed at halving the shortfall in America's national finances, which is estimated this year at $222 billion (£171 billion).

In the 1985-86 fiscal year alone, the plan would narrow the deficit by $52 billion (£42 billion). Cumulative spending cuts in the next three financial years would add up to $300 billion (£242 billion).

ut even if Congress were to approve the budget-reducing plan as it stands—which would be a miracle—these projections would hardly come true. For they are based on predictions of US economic growth and revenues that are already proving over-optimistic.

The significance of Tuesday's hairsbreadth Senate victory for the President and his Republican party was diminished by the disclosure that it was achieved only by dint of sleight-of-hand.

For instance, Senator Alfanse D'Amato, a New York Republican, said he had voted in favour only after he had been assured by the party leadership that I will have the opportunity to restore the social security cost-of-living increase, which should not have been in the package in the first place."

He suggested that instead of curbing social security benefits the government should raise company taxes — an idea Mr Reagan has staunchly opposed.

### 70 amendments

Other controversial features of the deficit-cutting plan have given rise to some 70 proposed amendments. If they are all adopted, the Reagan package will be thoroughly emasculated.

The proposed social security restriction could hold benefit increases to two percentage points below the rate of inflation, instead of allowing full indexing as provided by present law.

Railways, medical care for the elderly, education and federal aid to cities are among the other victims of the Reagan axe. Defence spending would rise in the years ahead by three per cent, after allowing for inflation—only half the rate Mr Reagan originally proposed.

## U.S. 'PLAYING POLITICS' OVER SHOOTING

By NIGEL WADE in Moscow

Russia accused the United States yesterday of playing politics with the case of the American major shot dead in March by a Soviet soldier in East Germany.

Again spurning American claims for an apology and compensation, Tass news agency hinted Washington was trying to use the affair to divert attention from President Reagan's controversial planned visit to a West German war cemetery.

"There is every indication that a calculation is made on poisoning the atmosphere and at the same time trying to divert attention from Washington's recent steps that have caused broad protests," Tass said.

## Panama protest over British nuclear cargo

By DAVID ADAMSON Diplomatic Correspondent

THE Panamanian Government is attempting to bar the Panama Canal to ships carrying cargoes of radioactive nuclear materials.

The latest in a number of hitherto undisclosed protests was made to the British Government in the past week. Other countries which have received similar notes are the United States, France and Japan.

Under the 1977 basic treaty on the operation and use of the canal, there are no restrictions on nuclear cargoes. The parallel but separate United States—Panama treaty on its neutrality allows the Americans to send nuclear warships and weapons through the canal.

Panamanian sources say the protest invoked the 1977 treaty protecting the neutrality of the canal.

Reports from Panama claim that its Foreign Minister, Senor Cardoze Fabrega, protested to the United States (which is responsible for operating the canal) and Britain about a British ship which passed through the canal at night on April 19 "with radioactive material destined for somewher in the western United States."

### Flasks of uranium

British sources insist, however, that the only British ship carrying a nuclear cargo which passed through the canal recently did so on the night of April 23-24.

This was British Nuclear Fuel's Pacific Swan, carrying 20 flasks of depleted uranium from Japan for reprocessing at Sellafield.

The Pacific Swan is one of a fleet of four ships specially designed to carry radioactive materials. They make 16 transits a year through the canal, carrying the spent uranium from Japan to Britain and returning with the empty flasks.

# Ethiopia militiamen oust 50,000 famine victims from camp

By KENNETH CLARKE

ETHIOPIAN militiamen had forced more than 50,000 famine victims to leave an emergency feeding centre in a three-day operation and then apparently burned the camp down, according to relief sources.

No official explanation was given yesterday for the evacuation of Ibnet camp in Gondar region, about 250 miles north-west of Addis Ababa.

It was apparently carried out by local militia members who gave the famine victims 33lbs of dry rations each, equivalent to the amount handed out in a month, and told them to make for feeding centres in their native regions in Tigre and Wolo.

Relief officials said they feared many would not be able to make the journey.

It was not the first time the Marxist government of Lt-Col Mengistu had forcibly moved drought relief recipients many of whom were initially relocated from their home villages.

### Gunpoint order

Last November more than 5,000 nomadic Afar tribesmen were ordered at gunpoint from a feeding station at Bati, north-east of Addis Ababa. They were taken to another camp et up by the Army on the edge of the Danakil desert, where herders traditionally live.

Ethiopian officials at the time said it was difficult to get famine victims to move since they feared they would be deprived of regular rations. A statement explaining the latest operation is expected today.

The Mengistu regime has maintained that its "movement of population" project is voluntary but Western governments have suggested starving refugees were being forced to move for internal political reasons.

However, one relief official said in regard to the latest incident that the authorities may "simply have wanted to move the drought victims to their native areas.'

The government has tried to keep together tribal groups in the ethnically diverse country of 40 million people.

## Uneasy truce in Lebanon

By CON COUGHLIN in Beirut

AN uneasy ceasefire settled across Lebanon yesterday after Israeli-backed Christian militias brought the advance by Moslem militias through Christian villages to a halt.

Intermittent artillery exchanges interrupted the ceasefire in southern Lebanon and Beirut after political leaders on both sides agreed to bring the fighting to an end.

The heaviest fighting was in southern Lebanon where an alliance of Druze and Moslem militias have made a devastating advance through Christian villages east of the port of Sidon.

The sweep through the Christian communities went largely unchecked until Moslem militias pushing through Kfar Falous ran into a detachment of the self-styled South Lebanese Army, the Israeli-backed Christian militia charged with protecting the Lebanese border once Israeli troops have completed their withdrawal.

### Leaders negotiate

After nearly 20 hours of heavy fighting in which both sides used tanks, mortars and heavy machineguns, the Christian militias brought the advance to a halt.

After negotiations between Mr Walid Jumblatt, Druze leader, Mr Nabih Berri, Shi'ite Moslem leader, and Christian leaders, the Moslem militias agreed to halt their advance.

Several people were killed and many wounded during the fighting in Kfar Falous, which is just 10 miles from Jezzine, the last Christian stronghold in southern Lebanon.

Moslem militias launched their attack on Christian villages in southern Lebanon after the Israeli withdrawal in an attempt to achieve greater political influence in the area.

## PEKING HOTEL PROJECT BY MURDOCH

Mr Rupert Murdoch's News Corporation has announced it is to build an international hotel and press centre in Peking in a joint venture with the Chinese Government.

Mr Ken Cowley, News Corporation director, said yesterday the venture would provide modern equipment for the international print and electronic news media.

The building would be on the same site as a new television centre for China Central Television and would have 300 single hotel rooms as well as 100 apartments for residential or office space.—Reuter.

## DYNAMITE REBELS

Guerillas threw dynamite at public buildings around Lima on Tueday night as votes were being counted following general elections. No one was injured in the attacks, which included one on a sports stadium.—Reuter.

*News Round-up*

## TEACHER IN SPACE PLAN

By TONY ALLEN-MILLS in New York

AFTER recently sending into space a Senator, two monkeys and some rats American space agency officials yesterday narrowed their search for a schoolteacher astronaut.

From more than 40,000 applications NASA has compiled a short-list of 118 men and women.

The aim of the "Teacher in Space Project" is to give a Shuttle seat next January to an American whose life has been dedicated to teaching and who will be able to communicate the enormity of the space programme's achievements.

One nominee, Barry Schwartz of Wichita, wrote in his application that he would like during the mission to investigate the effects of weightlessness on playground equipment.

One day Mr Schwartz envisages families spending long periods in space, and he wants to know how the children will be kept amused. Will swings swing? Will slides slide? These questions NASA so far as not answered.

### Strike grounds Brazil flights

International flights to Brazil were badly hit as strikes by transport workers posed the first major political challenge to the new civilian government of President Jose Sarney.

Local and international traffic at San Paulo and Rio de Janeiro airports was almost at a standstill because of the strike by aircrew and ground workers, which is rapidly spreading with train, bus and underground staff due to join the strike in support of higher pay.

### Exocet attack

A Turkish tanker, the 72,000-ton Burak M, escaped with minimal damage and no casualties off Iran after being hit by an Exocet missile fired by an Iraqi plane, shipping sources reported.

### Swedish strike talks

The Swedish government ordered a mediating commission to resume negotiations with unions in a final effort to avoid a public servant pay strike that will cripple the country. Union leaders said, however, a solution was "extremely unlikely" and their strike would take effect from midday today.

### Greenpeace threat at Antwerp

Activists from the environmental group Greenpeace boarded a waste disposal ship in Antwerp port to protest against the dumping of toxic waste at sea, port officials said.

A spokesman said Greenpeace would block the port if the Belgian government failed to meet an ultimatum demanding an end to the waste dumping.

### Clash near Thai border

At least 10 Cambodian soldiers from the Hanoi-backed Heng Samrin government were killed or wounded and Khmer guerrillas suffered similar casualtics during a four-hour battle about 10 miles south of the Thai border town of Aranyaprathet, Thai military sources said.

Meanwhile, Pol Pot, 60, the Khmer Rouge leader, was reported to be in a Peking hospital suffering from malaria and high blood pressure.

### Sudan 'seeks links'

Sudan's new military rulers want good relations with Libya and Ethiopa, but also seem keen to preserve links with such American allies as Egypt and Britain, Mr Richard Luce, Foreign Office Minister of State, said after visiting Khartoum.

هكذا من الاصل

*Gallup Poll*

# TORIES IN 2½pc LEAD FOR LOCAL ELECTIONS

THE Conservatives have a 2½ per cent. lead over Labour in voting intentions for today's local elections in England and Wales, according to a Gallup Poll conducted for THE DAILY TELEGRAPH in the areas concerned.

The poll gives the Tories 36 per cent., Labour 33½ per cent., and the Liberal/S D P Alliance 29 per cent. But only 55 per cent. say they are very likely to vote.

When asked whether it mattered who wins the local elections, 43 per cent. said it mattered a lot, 17 per cent. said it mattered a little, and 38 per cent. said it didn't matter.

Just over one in three, 38 per cent, were "very concerned" about the level of rates in their area, with 27 per cent. "Somewhat concerned," 22 per cent. "not very concerned" and nine per cent. "not concerned at all."

Despite this concern about the level of rates, a majority, 58 per cent., were at least "fairly satisfied" with the way their local council was running things, while 21 per cent. were "not very satisfied" and 13 per cent. were "not at all satisfied."

A majority, 53 per cent., blamed the Government for recent increases in rates, while 31 per cent. blamed local authorities.

### Party lines

Naturally there were divisions along party lines in the replies to this question, with a majority of Conservatives blaming the local authorities, and majorities of both Labour and Alliance supporters blaming the Government.

In spite of the concern about increasing rates, one in two, 49 per cent., wanted more spent on local services even if it meant further rate rises.

Replies to the question: "People have different views about whether it is more important to reduce rates or keep up local government spending. How about you? Which of these statements comes closest to your own?" were:

Rates being cut, even if it means some reduction in local services, such as schools, housing, and welfare facilities: 14.

Things should be left as they are: 30.

Local services such as schools, housing and welfare facilities should be extended even if it means some increases in rate: 49.

### Limits approved

On the other hand, the balance of opinion approved, by a margin of 45 per cent. to 37 per cent., of the Government limiting the amount of rate increase that a local council can levy.

Again there were significant differences by party supported, with a majority of Conservatives, 64 per cent., approving and a majority of Labour supporters, 53 per cent., disapproving. Alliance supporters tended on balance to approve.

Gallup also asked people whether they would approve or disapprove of a local income tax to replace rates, and a similar question about a poll tax in place of the rates. The replies to these two questions were:

| | Local income tax | Poll tax |
|---|---|---|
| Approve | 34 | 42 |
| Disapprove | 35 | 39 |
| Don't know | 30 | 18 |

Another way to try to reduce costs is the privatisation of certain services. People in the counties were almost evenly divided on this question, with 47 per cent agreeing with the idea and 44 per cent. disagreeing.

When asked which services should be run by private firms, those supporting the idea put refuse collection at the top of the list, mentioned by 54 per cent. of the group. This was followed by street cleaning (51 per cent.), housing repairs (31 per cent.), road repairs (30 per cent.), and public transport (29 per cent.). Further down were house building (24 per cent.), and gas supplies (11 per cent.).

### Rate referendum

As always, when asked if they wanted an opportunity to be involved in the decision-making process, this time through a local referendum before the council could pass a major rate increase, a majority, 70 per cent., approved of the idea. Less than one in five, 16 per cent., disapproved and 14 per cent were undecided.

Although the public generally approved of the idea of the Government limiting rate increases, almost one in two (42 per cent.) felt that the local councils do not have enough independence from the Government. On the other hand, 12 per cent. felt they have too much independence, and 34 per cent. thought the relationship was about right.

This Gallup Poll was conducted between April 24 and 29 among a representative quota sample of 630 electors in the English and Welsh non-metropolitan county councils, where voting takes place today. The "don't knows" excluded from the voting figures amounted to eight per cent.

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Expert instruction from the master for Wang Xiao-Dong, 15, Chinese winner of the Orion Insurance Yehudi Menuhin International violin competition who is to make his London debut with the Royal Philharmonic Orchestra, conducted by Menuhin, at the Royal Festival Hall on Tuesday.

# Lords 'sign own death warrant'

By Our Political Staff

THE House of Lords signed its own death warrant by refusing on Tuesday to give London an elected city-wide authority to replace the G L C, Mr Wedgwood Benn said yesterday.

Mr Benn, a long-standing campaigner for the abolition of the Lords, argued that the Upper House's rejection of the proposal by just four votes was a serious blow against democracy by a non-elected chamber.

He declared that it would be appropriate for the Lords to be wound up by legislation worded identically to that promoted by the Government to scrap the G L C, namely that it "shall cease to exist."

Abolition of the Lords was one of four proposals Mr Benn put forward for a "new Reform Bill" in a speech to the Parliamentary press gallery at Westminster.

The M P for Chesterfield said that he hoped himself to play a part in promoting such "constitutional change" to strengthen the role of the Commons.

"The House of Commons is now far too weak to do the job for which it was elected," said Mr Benn. "The time has come when it needs to be strengthened in its relations to the executive by the passage of a new Reform Bill.

"Political power is everywhere becoming ever more centralised, internationalised, authoritarian and secretive, and the House of Commons is in real danger of becoming a decorative part of our constitution.

"Such a bill would have to establish or re-establish the power of the Commons.

# Leading 'rate rebel' council gives in

By Our Local Government Correspondent

THE policy and resources committee of Southwark Borough Council — which has been in the forefront of the fight against the Government rate-capping legislation — agreed by 11 votes to two to set a rate 10 per cent. below the present level yesterday.

This decision is subject to ratification by the full council, but Mr Graham Geddes, deputy council leader, said the tactic of refusing to set a rate had outlived its usefulness.

The council had the resources to ensure that there were no cuts in jobs and services.

It could also spend a further £6 million on housing repairs.

Five of the original 18 rate-capped councils are still holding out—Lambeth and Greenwich in South London, Camden, Islington and Hackney in North London and Sheffield in South Yorkshire.

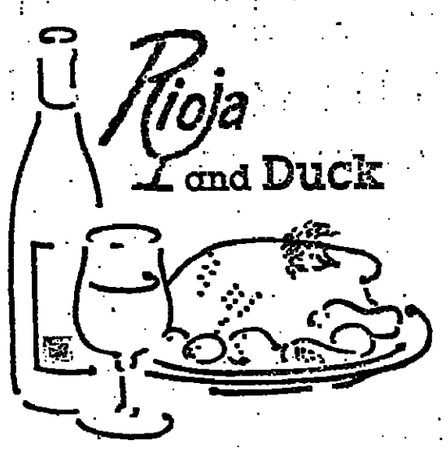
Liverpool, which is not rate-capped, is also refusing to set rate.

The High Court has ordered Hackney to set a rate by the end of this month and the district auditors have warned rebel councillors that time is running out.

### STATION RE-OPENS

By Our Transport Correspondent

Rectory Road station, Hackney, was reopened yesterday after a £220,000 facelift paid for by the G L C as a gift to British Rail.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# *Greenham women win the vote—and spurn it*

By TERENCE SHAW Legal Correspondent

SEVEN Greenham Common peace women had their right to vote in the Newbury area upheld by the Court of Appeal yesterday in an important judgment defining the qualifications for entry on an electoral register.

Sir John Donaldson, Master of the Rolls, and two other judges ruled that the women had shown they were resident in the area and their residence had not been shown to be unlawful.

But, in the circumstances it had not been shown that they were actually living on common land covered by an injunction obtained by Newbury district council against three of them.

The judgment still appeared, though, to leave open the possibility of "flying electors" moving into a constituency or ward at short notice to sway an election in a marginal seat.

They will be entitled to vote in today's county council elections. But, after the judgment, they said they would spoil their ballot papers.

The Court of Appeal judges made it clear, however, that if the women had been ordered by court injunctions not to camp on any of the land outside the Greenham Common air base, their right to be put on the register would have been lost.

Sir JOHN DONALDSON who was sitting with Lord Justice STEPHEN BROWN and Mr Justice GLIDEWELL, dismissed an appeal by Mr ANTHONY MEYER, chairman of the local residents group, RAGE — Ratepayers Against Greenham Encampments — over a county court ruling that the women — Sarah Hipperson, Rebecca Johnson, Caroline Griffiths, Naomi Griffiths, Sarah Green, Jane Dennett and Katrina Howse — could vote.

Lawyers for Mr Meyer, who was ordered to pay the costs of the appeal had argued that the women were ineligible because they had not established that they were resident in the Greenham area, and that in any case their residence in makeshift accommodation outside the base was unlawful.

### Franchise throwback

But Sir John said that to take the standard of accommodation into consideration would be to "put the clock back to the days when the franchise depended upon a property qualification."

It was quite unwarranted under the terms of the 1983 Representation of the People Act, which defined the right to vote in the United Kingdom.

"It may be unusual to make one's home in a tent, 'bender' or vehicle, but we can see no reason in law why it should be impossible," said Sir John.

The "Greenham Ladies," as they were described by the Appeal Court judges, had shown that their residence was sufficiently permanent to qualify them for registration.

The judges went on to dismiss claims by Mr Meyer that because the women were living on common land or land owned by the Department of Transport they were committing criminal offences that disqualified them for registration.

# SECRETS IN RUBBISH

Daily Telegraph Reporter

THE Ministry of Defence has begun an investigation into how classified documents were found among rubbish by two schoolboys out fishing.

The MoD confirmed yesterday that the documents, including a Service manual for the Tornado jet fighter, were marked "Nato restricted" but a spokesman said this was the lowest secrecy rating.

The papers, which were found by Lee-Roy Amis, 12, and his friend Stephen Henderson, 15, in a waste paper merchants' rubbish skip at Charlton, London, were handed to ministry investigators.

Mr Tam Dalyell, Labour M P for Linlithgow, tabled a private notice question to Mr Heseltine, Defence Secretary, on how the documents were mislaid.


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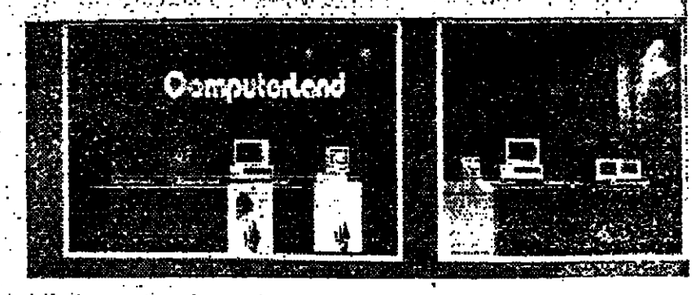


# Ministry presents The Plain Man's Guide to 'the best way to a safer world'

## DEFENCE BUDGET GOES UP BY OVER £1,000m

*By Maj.-Gen. EDWARD FURSDON*
*Defence Correspondent*

YESTERDAY'S Defence White Paper was primarily an excellent educative document or "The Plain Man's Guide" to what is happening to Britain's defence today. It says little about what may happen tomorrow.

Containing nothing new, it nevertheless condensed into one booklet a remarkable wealth of current defence information which should be required reading not only for most ranks of the Armed Forces worldwide, but also for the public interested in defence, especially those who know nothing about it and wish to learn.

The White Paper says that the Soviet Union's ideological goals, dedicated to the ultimate victory of communism, "will be pursued with caution and discretion, but opportunities will be grasped if the price is limited and acceptable."

Any immediate Soviet intention to attack is discounted.

But the dominant size, improved quality, capability and reach of the Soviet forces need adequate counter-balance

Arms Control and Disarmament, "the best way to a safer world," are covered in considerable historical detail.

Of the American Strategic Defence Initiative, the White Paper says, "It is important that the West should not be left behind."

Britain's 1985/86 Defence Budget is £18,000 million. This is an increase of about three per cent. over 1984/85 and the highest in absolute terms and per capita of any other Nato ally except the United States.

The four pillars of United Kingdom defence policy will continue unchanged.

First, the maintenance of the independent strategic nuclear deterrent through the Trident Submarine D5 missile programme.

Second, the defence of the United Kingdom as the homeland, and as a Nato forward and support base.

Third, the commitment of ground and air forces to Nato in the Central Region of Europe, plus amphibious reinforcement forces for the Northern Region.

Fourth, Royal Navy and RAF maritime forces for the Eastern Atlantic and Channel areas of the Nato region.

On policy beyond the Nato area, "it is in both our own interest and the interest of the West generally that Britain retains defence facilities in strategic locations such as Cyprus, Ascension Island and Diego Garcia: that we commit naval forces to areas such as the Arabian Sea and the Caribbean: and that we maintain a worldwide programme of military deployments and exercises."

But there may be some reduction possible in the Falkland Islands garrison once the new airfield and its associated new recommendation facilities are completed.

Long overdue recognition of the provision of British military assistance overseas has at last been included. Such investment produces an enormously high dividend for Britain for a minimal outlay of resources.

The aim is "to help friendly states to develop self-sufficient, disciplined forces able to maintain national security and contribute to the wider development of their countries."

More than 1,000 servicemen are now involved either on loan service to some 30 countries or undertaking the training in Britain of Commonwealth and foreign students from 70 non-Nato countries.

### Few jarring notes

The White Paper contains few jarring notes, but one is important to highlight. The Defence Ministry is concerned that if the decline in the overall size of Britain's merchant fleet continues at its present rate, "it could become increasingly difficult for us to discharge at least some of our Nato obligations.

"The Department of Transport, in conjunction with the Defence Ministry, has therefore commissioned consultants to undertake a major study into the future trends of availability in those parts of the merchant fleet for which there is a defence need."

The recommendations are expected by the middle of this summer.

This year's £18,000 million Defence budget represents a cash increase over 1984/85 of more than £1,000 million, producing an annual growth in the region of three per cent. It breaks down into:

Equipment 46 per cent. (80 per cent. of this figure is to be spent in the United Kingdom, 15 per cent. collaboratively, and five per cent. straight overseas);

Pay and Allowances 19 per cent.;

Works and miscellaneous stores and services 19 per cent.;

Civilian pay 11 per cent.; and Forces pensions five per cent.

The equipment share of some £9,100 million is divided into Air Forces' equipment 39 per cent.; Naval forces' equipment 27 per cent.; Land forces' equipment 20 per cent.; General support 10 per cent. and Research four per cent.

Actual unit costs range from £14·2 million for a Harrier GR3 aircraft to £20 for a pair of combat high boots.

The latest estimated figure for the Trident D5 programme is shown as just under £9,500 million "of which we expect about 55 per cent to be spent in this country."

The impact of Mr Heseltine's policy of competition in equipment procurement is heavily emphasised. For example it resulted in a £60 million saving over estimate in the competition for the new R A F trainer aircraft recently won by Shorts with their Tucano aircraft.

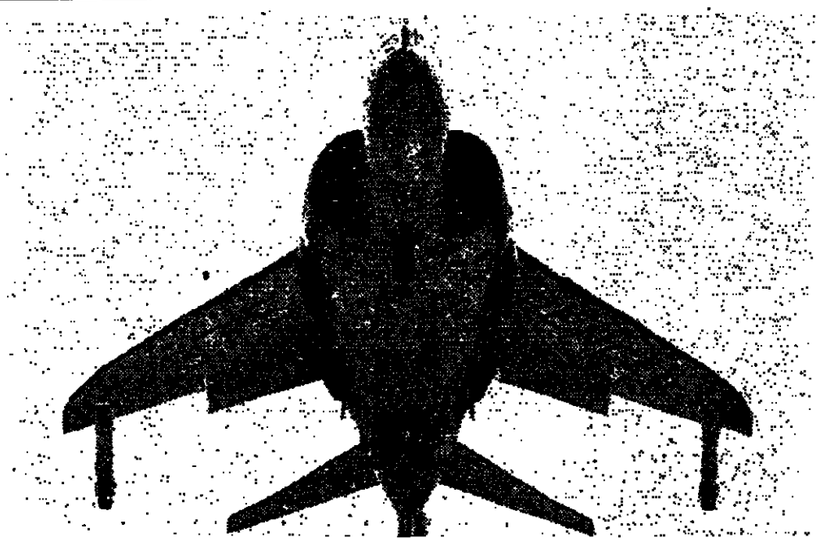
The cost of the Royal Navy's new Sonar 2050 system was actually less in real terms than the old system it is replacing.

The Army has recently completed its Exercise "Lean Look," a study in which it identified 4,000 posts in the support and training establishments which are now being reallocated to front line units posts.

The result is that the Army has found enough manpower "from itself" to raise a new twelfth armoured regiment and a new Close Air Defence Regiment, plus other vital enhancement mannings of engineer and communications equipment.

In the field of civilian manpower, the target figure for a reduction in the Defence Ministrys' strength down to 174,700 by 1 April 1986 has been achieved a year ahead of target.

(Statement on the Defence Estimates 1985, Volumes 1 and 2. Command 9227-I and 9227-II HMSO. Price £4·50 net each).



A Harrier jump jet soaring above Dunsfold airfield, Surrey, to reveal the price at which British Aerospace is to offer its shares.
PICTURE: ANTHONY MARSHALL

### ESCAPE TO WEST

By Our Staff Correspondent in Bonn

A 25-year-old East German had escaped to Bavaria over a stretch of the fortified border, which was recently cleared of mines, Bavarian frontier police reported yesterday.

## Heseltine pledges to maintain Navy's surface fleet

*By DESMOND WETTERN Naval Correspondent*

A FIRM commitment to maintaining a force of 50 destroyers and frigates in commission for the foreseeable future was given yesterday by Mr Heseltine in introducing the 1985-86 Defence Estimates.

The Defence Secretary's pledge ends considerable speculation in the past few weeks that the Navy's surface fleet faced new cuts because of mounting defence costs.

To maintain this force it will be necessary, he conceded, to order new Type 23 frigates in some numbers.

Tenders are to be sought from shipbuilders for the construction of a further three "in the next few days," he said.

The current cost of a Type 23 frigate is £110 million.

Earlier this year Mr Heseltine told Parliament only that he intended to order one and to invite tenders for a second.

### Merchant shipping decline

But despite what is obviously good news for the shipbuilding and naval equipment industries the White Paper presents a depressing picture of the decline of British merchant shipping.

The number of merchant ships required for defence purposes is "sufficient in each category to meet our defence needs," the White Paper states, but it adds that "if the decline continues for several more years at the present rate, it could become increasingly difficult for us to discharge at least some of our Nato obligations."

Between 1980 and 1984 the number of tankers that would be required for defence purposes remaining on the British registry dropped from 118 to 78; for general cargo ships from 310 to 150; for container ships from 74 to 58; for passenger ships and ferries from 170 to 145 and for deepsea trawlers from 37 to 16.

Significantly, no mention is made of the decline in numbers of ships needed to sustain the economy and civilian population, where the fall has been even more marked.

But it is admitted that the "demise of the United Kingdom's distant water fishing fleet has caused a shortfall in the number of trawlers suitable for mine countermeasures purposes (as minesweepers).

Studies are in hand to find other ways of overcoming this shortfall.

It is understood that more commercial designed minesweepers comparable to the 12 now in service or building for the Royal Naval Reserve may be ordered at a cost of around £3·5 million each, a "bargain" in terms of warship costs today.

The White Paper says that the Defence Ministry in conjunction with the Department of Transport has commissioned consultants to make a "major study" of trends in those parts of the merchant fleet "for which there is a defence need."

Despite abandonment of the plan of his predecessor, Sir John Nott, to cut the Navy's surface fleet to around 42 destroyers and frigates and to mothball at least eight such ships, Mr Heseltine shows no sign of relenting on the 1981 decision to cut the Navy's manpower by 11,000.

## 4,000 more fighting men for Army

By Maj.-Gen. EDWARD FURSDON
Defence Correspondent

A REPORT on the Armys Exercise "Lean Look," published yesterday, has identified 4,000 male soldier posts in the support area whose occupants can be transferred to front-line fighting units.

In particular, this scale of savings will now permit the manning of a new armoured and a new air defence regiment to be raised for B A O R.

The Exercise was initiated to see how the Army's future operational capability could be enhanced within its planned long term strength of 137,000 trained male soldiers as from 1987.

In general, the savings in uniformed support posts have been achieved by consideration of six techniques. These are:

The putting of certain tasks out to private civilian contract;

Substituting Defence Ministry civilians for soldiers in approprate jobs;

An increased use of Servicewomen;

Rationalisation and reorganisation;

The exploitation of labour-saving technology; and

Reducing the Army's "Supernumerary Allowance," which is an extra pool of manpower held to cover non-effective absence of men from units, for example on long training courses or terminal leave.

A number of important changes will result from application of these measures. Civilian contracts will be let for static unit non-operational transport tasks such as the management, driving and maintenance of staff cars, vans, mini-buses, coaches and lorries.

Catering contracts will be extended to a further 29 Army establishments in Britain, making a total of 55.

Where possible, civilian contractors will enter the administrative side of the Royal Army Ordnance Corps Central Depots of Stores—for example in certain quartermaster, clerical and printing duties.

They will also not only repair and maintain the Army's railway rolling stock in mainland depots, but also the specialised and complex range instrumentation installed at the Royal Artillery Range in the Outer Hebrides.

Provision of security, catering and messing facilities at the Army Centre for Mounting Overseas Operations at South Cerney, Wiltshire, and the technical manning of the Army's dental prosthetic services, too, are listed for civilian contracting.

Straight replacement of military personnel by MoD-employed civilians is planned for two particular areas.

The first is the provision of chaplains for non-operational units: the second is in the pay teams of static units.

In some 200-300 posts, mainly in the clerical, communications and movement control areas, Servicewomen will take over from Servicemen—thus also giving the former wider interest and career prospects.

The Army's resultant operational manpower enhancements from "Lean Look" lie principally in the ability to raise a 12th Armoured Regiment and a new close Air Defence Regiment, both for B A O R.

Defence Open Government Document 85/03, Exercise Lean Look.

## Manpower overstretch problem for the RAF

By Air Commodore G. S. COOPER Air Correspondent

THE Defence Ministry's drive for more output for a given cash input is presenting the R A F with a wing-clipping problem of how to run a larger front-line with no increase in manpower.

Air systems (£3,506 million) get the largest share of defence equipment spending again this year, compared with sea (£2,451 million) and land systems (£1,847 million), but the manning strength of the R A F is being held at 93,360 for the third year running.

An extra 7,000 men could be usefully employed to cope with the 15 per cent. growth in the R A F's front-line, which involves an extra six major units.

The Services are not paid for overtime. The R A F is worried that "overstretch" will cause many good technicians to seek better-paid jobs with industry. Firms expanding after the recession are keen to have them.

Statistics for the outflow of Service personnel published in the White Paper already show a 41 per cent. upturn in the number applying for premature release.

Last year 148 pilots applied to go, compared with 100 the year before. After a long freeze on pilot training for commercial aircraft, the airlines are again looking for crews.

A source of discontent for the military is that pilots are being starved of flying again this year to save money for the equipment programme. One 10-hour sortie now consumes a week's flying ration for a Nimrod crew, and fast jet pilots needing 20 hours' flying a month are being rationed to about 15.

The need to cut back on operational training is not appreciated by crews who can see in the White Paper that while £8,300 million was added to the Defence Budget between 1978 and 1983, in the same period £17,900 million was added to Social Security benefits.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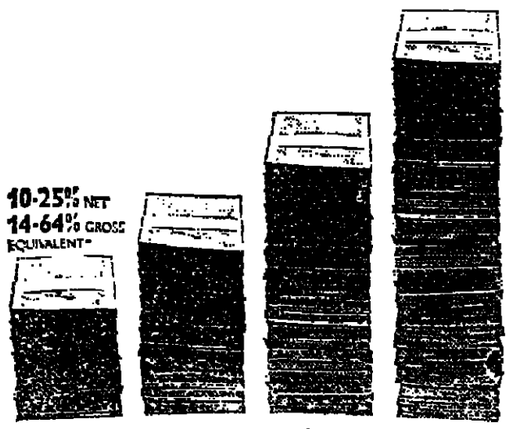


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Yesterday in Parliament

# TEBBIT WARNING FOR JAPAN ON TRADE TACTICS

*By PETER PRYKE Parliamentary Correspondent*

JAPANESE undertakings to act to reduce their trade surplus had to be honoured if retaliatory action was to be avoided, Mr TEBBIT, Trade and Industry Secretary, declared in the Commons yesterday.

MPs were particularly incensed by the loss to a Japanese firm of a bridge building contract in Turkey which would have been worth £700 million to a Darlington company.

Mr Tebbit said Japanese tactics in this case, and the subsidies offered, clashed with the undertakings given to him during his recent visit to Japan.

"Unless the surplus is abated, and their markets are opened, and they desist from some of these trading practices, protectionist forces will be impossible to resist."

He had been asked by Mr BOWEN WELLS (C. Hertford and Stortford) what representations he had made to the Japanese on their "predatory and disgraceful dumping price in relation to the Bosphorous bridge."

### Associated roadworks

Mr TEBBIT replied that while in Japan he had not been aware of the scale of subsidy offered by the Japanese contractors

The bid of the British company and the scale of aid offered by the British Government had been highly competitive, with the Japanese. But the same had not been true of the pricing and scale of aid offered on the associated roadworks.

The Japanese government had not broken the rules, but, he added, "it does seem to me that the Japanese tactics in this case, and the subsidy, were scarcely compatible with their avowed aim of reducing their trade surplus."

Mr RICHARD HICKMET (C., Glanford) demanded to know what the Minister would do about the disgraceful "dumping of credit" by the Japanese, leading to the hijacking of British industry. Bridge building in Darlington would be eliminated as a result of this case.

### 'Great difference'

Mr TEBBIT said he agreed that the action of the Japanese government in offering cheap credit and subsidy on this scale was "foolish indeed." It would be brought clearly to their attention that this was not compatible with the programme they had announced for reducing their trade surplus.

Mr JOHN SMITH, Shadow Trade Secretary, said there was a great difference between Japanese professions and Japanese actions. "Will you tell us precisely what undertakings, if any, you got from them about any change in their policies?"

Mr TEBBIT said he had been given undertakings that the Japanese would pursue "with vigour" policies of opening and liberalising their markets.

In particular, there had been an undertaking to seek further to reduce non-tariff barriers. There had been a great deal of discussion, though no guarantees had been given, concerning liberalisation of Japanese financial markets.

"I believe that liberalisation will occur, though too slowly for my liking."

## MPs CALL TO SACK 'NAZI' REJECTED

**By Our Parliamentary Staff**

THE Government's refusal to sack a civil servant alleged to be a Nazi was defended by Mr Norman Tebbit, Trade and Industry Secretary, in the Commons yesterday.

He was replying to the demands of Labour MPs that Mr Denis Pirie, an employee of the Trade and Industry Department, should be dismissed, claiming that he had been involved in plans to set up a new extreme Right-wing group.

Mr TEBBIT said there were no grounds for disciplinary action, as the official concerned had not participated publicly in political action.

He went on to infuriate Labour MPs by apparently linking Fascists with extreme Left-wingers.

"I find the views of extreme Socialists, whether national Socialists or any other kind, extremely displeasing," he said. "That is not a reason for dismissing a person who holds such views."

### 'Disgusting man'

Mr DAVID WINNICK (Lab., Walsall N) shouted: "You disgusting man. You poison the House of Commons," and Mr ERIC HEFFER (Lab., Walton) demanded an apology.

Thousands of democratic Socialists had joined the forces at the age of 19, as he himself had, and had laid down their lives in the struggle against Fascism, Mr Heffer said.

Mr TEBBIT replied that he had expressed his distaste for extremist Socialist views: "I'am happy to add anti-democratic, extremist Socialist views of any kind, whether national Socialist or other version of Socialism."

Explaining the guidelines on the political views and activities of civil servants, he said there was the question of whether he or she might or might not be subversive — a potential traitor.

A broader consideration was that whatever political views an official might hold he was, within the limits of certain ranks of the Civil Service, debarred from active participation in national politics or intervening publicly in matters of national partisan controversy.

### Hotel meeting

"This gentleman fell into neither of these categories."

Mr JOHN SMITH, Shadow Trade and Industry Secretary, asked if the Government was saying seriously that provided political activity was not in public it was permitted.

He referred to a report that the official concerned had attended a meeting at a London hotel earlier this year regarding the formation of a new Right-wing organisation.

Mr TEBBIT said there was nothing to prevent an official from holding his views, or going to a meeting to listen to those who had similar views, or discussing his views in private.

## BUY BRITISH PLEA TO MOTORISTS

A plea for motorists to return to the habit of buying British cars was made by Mr JOHN BUTCHER, Trade and Industry Under-Secretary, at Commons Question Time yesterday.

He urged all motorists with foreign cars to "look again at the better model range and increasing quality of the range of models coming forward from British manufacturers."

# *Taxpayers so far get back £6m of the £77m loss on De Lorean*

**By WILLIAM WEEKES Parliamentary Staff**

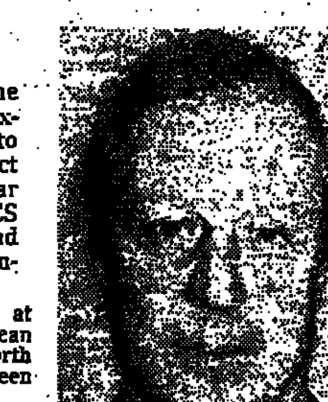
SOME £6 million of the £77 million of taxpayers' money devoted to the De Lorean car project in West Belfast had so far been recouped. Dr RHODES BOYSON, Northern Ireland Minister, told the Commons yesterday.

He also said the site at Dunmurry where the De Lorean factory was built, worth £1,800,000 had also been returned.

Although Dr Boyson did not elaborate, the money recovered is understood to come mainly from the sale of various assets, including cars completed before the venture collapsed.

The Minister promised that the Government would leave no stone unturned in getting back "in every way" the money that "went walkabout" in the De Lorean venture.

He was speaking during a debate on the highly critical report of the all-party Committee of Public Accounts which investigated the project and concluded that it "represents one of the gravest cases of the misuse of public resources to come before us for many years."



Mr WINTERTON: Government dishonest, duplicitous and incompetent.

### Lost money

The evidence disclosed a "shocking misappropriation" of public and private money, the report said.

It also showed that Mr De Lorean's companies received about £77 million of taxpayers' money and lost most of it within four years.

Dr Boyson assured MPs that all the major recommendations made by the committee had been incorporated into the procedures for handling industrial development projects in Northern Ireland.

During the Minister's speech, Mr NICHOLAS WINTERTON (C., Macclesfield) intervened to complain that Dr Boyson was seeking to make excuses for the lack of adequate inquiries about Mr De Lorean's pedigree.

### Lax handling

Mr DON CONCANNON (Lab., Mansfield) a Northern Ireland Minister in the Labour Government when agreement to the project was given in 1978, said he could not understand the myth that De Lorean's background had not been investigated.

"I spent a considerable time going into De Lorean's background," he said.

A vigorous defence of his decision, as Northern Ireland Secretary, to approve the project was mounted by Mr ROY MASON (Lab., Barnsley Central), who argued that it could have been saved had the present Government not been so lax in its handling of the affair.

Although he welcomed the committee's report, Mr Mason said it was an exaggeration to use such words as "gravest misuse of public resources". Governments over the years had had much worse examples than that.

Detailing the events leading to his decision, he said there had not been the slightest suggestion from any source that the De Lorean team was suspect either as it stood or in the track record of its members.

Mr Mason said only £17,700,000 had been given to the venture by the time he left office in April, 1979, the vast bulk of the cash being given to De Lorean by the present Government.

"I believe the De Lorean motor car could have been saved," Mr Mason said. "The Conservative administration was lax in its handling of this affair.

"I say to all those officials at that exacting and exciting time—it was worth doing and it was worth fighting for, and they need have no sense of shame."

Mr Mason said he was convinced that cars would still be being made in West Belfast had the Labour Government stayed in office because Ministers' keen interest in the project would have allowed the political will to succeed.

### 'Gravest cases'

Earlier, opening the debate, Mr ROBERT SHELDON, former Labour Treasury Minister and chairman of the committee which conducted the inquiry, stressed the strength of its findings.

"We called it one of the gravest cases of the misuse of public resources to come before us for many years. We called it a shocking misappropriation of public and private money."

The committee had concluded there was "misplaced optimism by Government and its advisers," he said.

Mr De Lorean had set Northern Ireland officials a 13-day deadline to agree to the go-ahead for the project.

When Governments were considering high risk ventures "they must insist on an adequate period in which to carry out a full detailed assessment of the viability of the potential project," said Mr Sheldon.

### 'Manifest shark'

But Mr ENOCH POWELL (O U P, Down, S.) submitted that a "major error of judgment" was made at the inception of the project. Ministers, civil servants and Cabinets entertained a proposition which was, on the face of it, "positively hair-raising.

"That was to enter into an agreement which gave the authority and the money into the hands of someone who was committing nothing to it.

"They were confronted with a personality who, to the most ordinary psychologist, would have been recognised as the most manifest shark.

"Those of us who watched these events at the time could scarcely believe our ears when we heard the terms of the agreement and contemplated the individual, and the boasts of the individual, with whom the agreement had been made."

The decision to back De Lorean was for public consumption, to enhance the Government's image, ignoring the almost unimaginable risks, Mr Powell said

The affair was a political misjudgment based on the idea that investment in certain areas of Northern Ireland could somehow draw the teeth of the terrorists.

### Failed to act

Mr WINTERTON condemned Mr Mason for trying to "unload the entire blame" for the De Lorean affair on the Conservative Government.

But he was equally critical of Conservative Ministers who had failed to act when confronted with evidence of financial abuse which he had collected.

"I say this with some regret, that my Government, when I gave them ample evidence of the abuse and misuse of public funds, refused to act," he said.

Mr Winterton, who said he had had an interview with Mrs Thatcher and Sir Michael Havers, Attorney General, to present his evidence, accused Mr De Lorean of spending taxpayers money "like confetti."

"It is sad that I have to indict Government in this country with dishonesty. I have to indict it with duplicity and I have to indict individual Ministers with incompetence," he said.

### Sort of Dalek

Mr Winterton said that at the interview Mrs Thatcher clearly knew very little about the matter.

"When I put questions . . . to the Prime Minister, all of them were referred by her to the Attorney General who replied as if he were some sort of Dalek.

Mr Winterton was bitterly critical of the Government for not coming to his aid when he faced a £135 million law suit over his accusation against Mr De Lorean.

Mr De Lorean's suit against the Macclesfield MP was "struck off" by a British judge and Mr Winterton himself was awarded £15,000 damages against the car magnate. But he said he had not received a penny of this because of Mr De Loreans "technical insolvency."

He said that if Mr De Lorean "ever steps on the shores of the United Kingdom he will have a writ slapped on him for the money which he owes me."

### Stringent rules

Mr STUART BELL, from the Opposition Front Bench, said Governments had shown their both Labour and Conservative commitment to the people of Northern Ireland by backing the project.

"The lessons are that while stringent rules and regulations can and must apply where public money is concerned, everything must be done to prevent the likes of Mr De Lorean from slipping through that net again.

"Not only did he deprive the taxpayer of his money, but he raised the expectations of ordinary people in Northern Ireland and then dashed them to the ground."

# Labour fears over BAe shares rejected

**By Our Parliamentary Staff**

LABOUR claims that the Government's decision to sell its remaining shareholding in British Aerospace endangered the national interest were rejected by Mr GEOFFREY PATTIE, Defence Procurement Minister, in the Commons yesterday.

British Aerospace had demonstrated its ability to operate profitably in the private sector and he was sure the company would welcome the sale, he said.

### Special arrangement

Dismissing Labour complaints that the company played too important a part in Britain's defence to be wholly privatised, he said that it was not dependent on the Government for its success.

The "special share" arrangement, vested in the Industry secretary, would safeguard the national interest.

Mr JOHN SMITH, Shadow Industry Secretary, said the main reason for the sale was the Treasury's need to raise money and had nothing to do with greater efficiency.

He asked for an assurance that Kleinwort Benson, the bankers, would not on this occasion permit their employees to buy shares, as had happened in the privatisation sale of British Telecom.

Mr PATTIE replied that Kleinwort Benson were advising British Aerospace on this occasion.

The Government were being advised by Lazard Brothers, who had indicated that staff directly involved in this exercise would not be allowed to participate.

## Today in Parliament

HOUSE OF LORDS

3: Local Government Bill, ctte (day 5): Representation of the People Bill, rpt.

HOUSE OF COMMONS

2.30: Law Reform (Misc. Provisions) (Scotland) Bill, rmng stages.

# EQUALITY 'HAS LONG WAY TO GO'

**By WALTER ABURN Parliamentary Staff**

THERE was still a long way to go before women were equally represented in public life and in our economic and social institutions. Lord Glenarthur, Home Office Under-Secretary, acknowledged in the Lords yesterday.

Responding to a debate in which Baroness LOCKWOOD (Lab) noted progress towards sex equality and equal pay, but "also some retrograde steps," Lord GLENARTHUR reaffirmed the Government's commitment to equay pay for all and the creation of a society where every individual could play a full part.

Lady LOCKWOOD, first chairman of the Equal Opportunities Commission, noted the growing percentage of women in the labour market. They held 45 per cent. of the jobs she said.

But their average earnings were only 30 per cent. of those for men and they were preponderantly in low-pay occupations. In professions like teaching, their average salaries were £700 less than those of male counterparts.

### 'Vulnerable' workers

Those returning to work after bearing chilidren frequently took part-time, non-unionised, low-paid jobs which put them among the most vulnerable workers in the country, as the Government should note when considering the fate of Wages Councils.

Pressure to bring down wages affected women most, while their significant economic contribution to both family and nation was not fully recognised under the social security system or in the labour market.

Baroness GARDNER of PARKES (C.), a United Kingdom representative of the United Nations' Status of Women's Commission, stressed hat whatever women's problems might be in Britain, they were as nothing compared with those of women in the developing countries.

She urged early British ratification of a UN convention to eliminae all forms of discrimination against women.

### Career prospects

Baroness SEEAR, Liberal in the Lords, said that while direct discrimination was rare, Britain was riddled with indirect discrimination.

Invariably, it was a woman who had to take time off work to care for a child or invalid. It was these interruptions which interfered with her career prospects.

Baroness RUBSON (Lib.) regretted that there had not been a woman health authority chairman since she and Baroness Warnock retired from jobs to which Sir Keith Joseph appointed them.

Family cares and responsibilities were preventing too many women from taking part in public life in the absence of support which community services should be giving them.

### Working women

Baroness EWART - BIGGS (Lab.) said in years to come it would seem a paradox that the first government in Britain led by a woman had continued the undermining of women's opportunities.

At no point did this government's record display enough sympathy for Mrs Thatcher's peers "who, like her, happen to be working women."

Baroness PLATT of WRITTLE (C.), chairman of the Equal Opportunities Commission, pointed to the importance of the contribution made to family incomes by working wives. Many would be o supplemetary benefit without it.

Lord WEDDERBURN of CHARLTON (Lab) said badly-paid non-unionised women workers were the first victims of the Government's unsociable drive for lower wages. Unless we promoted equality now it would damage not only women but men, children and the nation's future.

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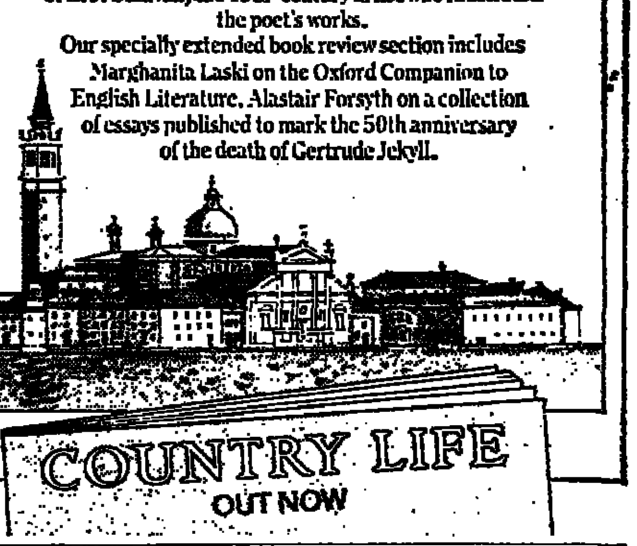

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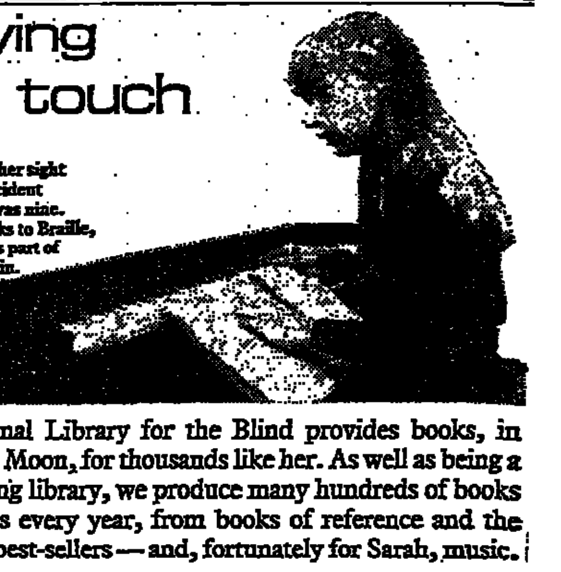

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ADMINISTRATION EXECUTIVE. If you are aged between 21-25 and are logical, flexible, restless, willing to travel and have drive and wanting to work in a fast expanding industry, please phone Philippa Nichols on 01-491 2278.

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Applications are invited from capable administrators seeking to further their careers for the new post in the section of the administration department providing committee administration to the Board and its Committees. The postholder will work closely with the head of the Secretariat Section in the preparation of agendas and minutes for Board, Property Committee and other meetings; taking follow up administrative action; and the preparation of the annual report of the Commission.
Applicants should be able to demonstrate previous committee administration experience, good communication skills and an ability to work without close supervision and to limited time scales. Preference will be given to candidates already holding an appropriate administrative qualification or at an advanced stage of study.
The post is permanent and superannuable and conditions of service include £1·40 Luncheon Vouchers daily. Accident and Life Assurance. Relocation expenses paid where appropriate.
Further details and application form available from: — Director of Finance, Administrative and Legal Services, Commission for the New Towns, Glen House, Stag Place, Victoria, London SW1E 5AJ. Tel: 01-828 7722. Extension 307/308.
Closing Date: 20th May, 1985.

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Part-Time
2 days per week
The Association For All Speech Impaired Children, a small children's charity, is looking for an Appeals Administrator to take responsibility for the Association's appeals and fund-raising work. Someone with enthusiasm and initiative is needed for this position. Similar experience would be useful, but is not essential. May suit a retired person. Secretarial assistance available. Terms to be agreed. Please apply in writing to: AFASIC, 347, Central Markets, Smithfield, London EC1A 9NH.

A FINE C.V. — free details any hour.—Camberley 28132.
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Nationally based group that specialises in the provision of full service leasing and short term rental of commercial vehicles seeks to appoint 3 administrators who will become part of a management team which seeks to meet sales and financial targets and to develop business strategy, being involved in financial controls, staff development and profit maximisation.
Thus we seek 3 practical, energetic, numerate administrators, aged 25-30, ideally they will be educated to degree level, will enjoy working with computerised systems and will offer experience of staff motivation. Our client offers fast lane career progression in addition to a company car (after a qualifying period), performance related bonus awards, and relocation expenses. A flexibility about location will be distinctly advantageous.
Write or telephone, Management Personnel, 2 Swallow Place, W1R 7AA Tel: 01-408 1694

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Give yourself the opportunity of fully investigating a trainee position within the UK's most dynamic brokerage. Most people are too complacent to bother. Fortunately I do not want "most people." Call me before you make a leap.—John C. Kilburn-Toppin, 01-629 8670.

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International Freight Forwarding Company invites applications from graduates (of any discipline), aged 21/25 for positions on 2½ year on the job training scheme, leading to junior management positions in Export/Import Freight Forwarding.
Applicants should be energetic self-reliant and seeking employment where successful use of initiative is valued highly. Knowledge of French or German language would be useful. Training is carried out in London and at major provincial offices — mobility during training is essential. Excellent career prospects in the U.K. on completing training with possibilities of employment abroad.
Please write for an application form to: The Personnel Officer (ref: MT), The Lep Group P.L.C., Upper Thames Street, London, EC4P 4AD.

OLD ESTABLISHED trade paper required an experienced advertising sales person. The publication is concerned with Camping, Caravanning and Sport. Applicants must be London based. Salary plus commission. Tel. Mrs Betty Johnson 01-262 2887.
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ACCOUNTANT
for U.S. Insurance Group
City c£13,000
One of America's largest insurance groups, which is establishing a new subsidiary in London to carry out facultative reinsurance business, seeks an Accountant to set up and subsequently operate its accounts function.
Reporting to the Chief Executive Officer, the Accountant will initially have only one clerical assistant and will therefore be required to do everything from preparing the payroll to producing full accounts and management reports. Systems will be computerised from the outset using a terminal linked to the U.S.A.
Applicants must be qualified accountants who combine relevant experience in the insurance industry with personal exposure to computerised systems. Age is open and the job could appeal to a mature person.
Please send a comprehensive career résumé including salary history and day-time telephone number, quoting ref: 3271/DT to G. J. Perkins, Executive Selection Division.
Touche Ross & Co. Hill House, 1, Little New Street, London EC4A 3TR

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Two excellent opportunities have arisen with Crane & Partners, an expanding and successful eight partner firm: at Assistant Manager level, for an A.C.A. with 2/3 years P.Q.E., and for a newly qualified A.C.A. who wishes to develop his/her career outside London.
The firm provides a comprehensive personal service to clients and prides itself on maintaining high standards. The client list is wide ranging and includes both public and substantial private companies. The practice is strongly committed to staff training via a training consortium and promotes from within wherever possible.
Salaries are negotiable. For further details contact James Cozens on 01-405 0442 or write to Michael Page Partnership (Consultants), 31 Southampton Row, London WC1B 5HY.

ACCOUNTANT
The Test and County Cricket Board
London £13,000 + car
The Test and County Cricket Board, whose accounting records are currently maintained by staff of the M.C.C. is shortly to establish its own finance function in separate offices at Lord's Cricket Ground. The Board, therefore, seeks an Accountant to set up, and subsequently operate, a full range of financial and management accounting systems.
An early priority will be to study the feasibility of introducing a small computer to replace the existing manual records. The forecasting and management of cash is another area of particular importance, and the successful candidate will also be expected to review the quality and timeliness of the financial reports and advice provided, and to implement improvements where appropriate.
Applicants should be qualified accountants, preferably Chartered, who combine an interest in cricket with sound experience in preparing accounts for small organisations. There are excellent prospects for the right person to develop into a broader role, embracing greater responsibilities in both the financial and administrative areas.
Please send full career details to D. B. Carr, Secretary, Test & County Cricket Board, Lord's Ground, London NW8 8QN.

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Slough 0753 76677
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F.P.S. (Management) Ltd is a leading independent financial consultancy which is expanding rapidly in an exciting and developing industry. The two successful applicants will be energetic, ambitious, individuals determined to develop their own career as well as working with our team of professional consultants to further expansion in our Covent Garden branch. Full training will be given but past experience in a related field would be a definite advantage. Income in the first year is expected to exceed £15,000. For further details phone Susan Toogood on 240 2118 or Michael Hapeshi, 240 9065.

FINANCE MANAGER
C £13,000 per annum
BATTERSEA CHURCHES HOUSING TRUST
Qualified accountant required to run overall finance function/company secretarial work. The Manager will report to the Director and will be an important member of the executive team. Small friendly office of expanding association. Flexible approach and ability to get on with others essential.
Apply for application form to The Director, 307, Garratt Lane, London SW18 4DX.
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PUBLISHING. Progressive, highly profitable co., seeks a young Acct to join its finance team. Responsible for budget, production costs and marketing information. Would suit finalists with strong personality and commercial awareness. C. London. £12,000 + bonus + share option. Call Robert Half Personnel, (Agy). 01-638 5191.
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Our Mathematics Department has an immediate vacancy for a programmer to work on problems of a scientific nature.
The Department, which has its own ICL 2900 series computer, deals with a wide variety of problems of both a theoretical and practical nature for the whole of the BICC Group.
The successful candidate will be a graduate in mathematics or a closely allied subject, preferably with some knowledge of programming in Algol or Fortran.
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J Hogle, Personnel Officer, BICC Research and Engineering Ltd., 38 Ariel Way, Wood Lane, London W12 7DX.

SOFTWARE ENG. Coral RTL vax 70/80 Cont. & perm. Intec (Agy) (0276) 682051.
WE HAVE many computer vacancies in the Thames Valley. Forest Computerstaff, Maidenhead. 0628 75242.

SOFTWARE DEVELOPMENT—EARTH SCIENCES. Robertson Research International is a multi-disciplinary Earth Sciences Consultancy operating internationally from North Wales. The computing division provides data processing and program development services to all operating divisions and now has a vacancy for a Computer Programmer. Development is based on a network of mini and micro computers, and embraces data acquisition, database, analysis techniques and has a strong emphasis on graphics presentation. The work is varied, interesting and well supported by equipment and software tools. New programmers with ability and initiative will very quickly see their individual contributions recognised. Computer languages employed are Fortran, Pascal and Basic. We wish to meet applicants with a degree in either the Earth Sciences or Computer Science, with a demonstrable ability in writing programs to near-professional standards. We offer competitive salaries and employment benefits commensurate with working for an international company. For details and application form please apply to: Personnel Department, Robertson Research International Limited, Llandudno, Gwynedd LL30 1SA. Tel: 0492 81811.

MANAGEMENT & EXECUTIVE
A LARGE national company would be interested in speaking with ex-company directors, sales managers, salesmen/women. A number of vacancies to be filled in London and East Anglia. Write A.L.6048, Daily Telegraph, E.C.4.

COMMERCIAL MANAGER
A senior vacancy arises with Phoenix Rubber for a person of sound commercial experience whose prime responsibility will be purchasing PVC and rubber raw materials for our factories at Bollington and Pipe Gate. In addition other commercial responsibilities will arise which will be discussed at the interview stage.
A negotiable salary with BUPA and pension are offered + relocation assistance.
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CONTRACTS DIVISION
Midland, & S.W. England; London & S.E. Counties selling to the hotel, brewery and leisure industries. Substantial salary, etc. plus car. Full C.V. to Tony Falkingham, Sales Director, 1 High Street, Edgware, Middx, HA8 7TA. 01-951 4566.

Two people are required by Richardson Sheffield Ltd. manufacturers of the world renowned Laser 5 Kitchen Knives to fill the following important appointments.

FIELD SALES MANAGER
The job will be to inject professionalism into the small sales force and to develop it in size and capability commensurate with the company's rapid expansion.
It will involve the recruitment, day-to-day management and training of sales people in the most up-to-date effective selling techniques.
Applications are invited from experienced regional sales managers of highly reputable and very well sales managed companies ambitious for promotion to senior management and beyond. Age range 28 to 45 years.

MARKETING SERVICES MANAGER
The job is to be directly responsible to the General Sales Manager for all aspects of marketing support to the company's sales effort at home and abroad. This involves advertising, P.R., exhibition organisation, packaging and point-of-sale design, product development, market survey and the arrangement of in-store demonstrations and promotions.
Applications are invited from men or women with a sound and successful experience in all aspects of brand management, preferably in the housewares field. Previous sales experience at home and abroad would be an advantage. Age range 25 to 35 years.
Please apply in writing to Mr W. R. Mills, the Director handling the appointment, c/o Richardson Sheffield Ltd., Upper Allen Street, Sheffield S3 7GX. The envelopes for all applications should be marked Private and Personal. Those for the Sales Manager appointment should be initialled "SM" and those for the Marketing Services appointment "MS."

Continued on Page 8

# SITUATIONS VACANT

Continued from Page 7

## MANAGEMENT & EXECUTIVE

### EXPORT ADMINISTRATION MANAGER

Mid-Bucks £12-£13,000 + car

Our client, operating in the office products sector is part of an established international group. This key role, crucial to future export success, will involve overall responsibility for processing/progressing orders, ensuring product availability, telephone selling and customer liaison.

Aged 28-40, the successful candidate will have at least 5 years' recent relevant experience essentially in medium/large scale companies using computerised systems. Language(s) desirable. This realistic growth position, related to successful performance, offers an attractive benefits package including relocation expenses if applicable.

Please write in the first instance enclosing your curriculum vitae and listing separately those companies to whom you do not wish your application forwarded. to Mr A. Smith, ARA International Recruitment Advertising Division, Edman House, 17/19, Maddox Street, London W1R 0EY.

T306 S'ware Mngr to £20,000
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T234 Design Engrs various to £15,000
T109 Marketing Engr Electronics to £14,000
T165 Sales Engrs Various to £16,000 + car + Comm.
T72 Commercial Mngr. to £14,000
T301 Mats Control Mngr c.£15,000
T43 S'ware Designers to £14,000
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T325 Internal Sales Engr. £10,000.
T527 Sales Mngr Computer Systems £18,000
T324 Marketing Mngr. Control Systems £18,000
T326 Systems Engrs to £12,000
Send c.v. Contact for details.

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Tel: London and Home Counties: Mr Richards, 01-637 7200; Newbury and Central South: Mr Harrison-Allan, 0635 36660; Warrington and North-West: Mr Tarleton, 0925 573511; Essex and E. Anglia: Mr De Burgh, 01-518 6922 and Hants and W. Sussex: Mr Colson, 0705 259725.

### MANAGER
PRODUCTION AND DISTRIBUTION

for a subsidiary of a publicly quoted consumer products company located in North Surrey. The Company supplies a wide range of packaged products to medical establishments throughout the UK.
Responsibility will be to the Technical Director for the whole production function—embracing planning, inventory control, assembly, despatch and distribution, Production Engineering and productivity improvement is a key role.
A qualified engineer (probable a Production Engineer) is sought with a broad light industrial training, but should specially include production management, methods engineering and industrial relations.
Salary circa £14,000 p.a. Age range 28-35.
Please write in complete confidence giving details of career to:
Dr Graham March, ACS Medical, Garth Road, Morden, Surrey. Tel. 01-330 4353.

### MARKETING ANAYLST

As with any sales/marketing led organisation, the need for accurate research is vital and GTE is no exception.
We are now seeking an individual, probably aged 22+, with qualifications to graduate or HND level to fill a newly created position of Marketing Analyst. Based at our Slough Head Office, the successful candidate, male or female, will be working in the marketing department—a highly extrovert and creative environment—and will be expected to make a significant contribution to the team. The position will involve sales analysis, calculating sales cost ratios, evaluating economic trends and pricing analysis. The ideal candidate will have around one year's experience gained in a medium-sized company combined with a good knowledge of IBM PC's and a positive mental attitude towards work and success.
A negotiable salary of c £7,500 is offered plus excellent company benefits and the opportunity of an interesting and challenging career. (Previous applicants need not apply.)
For more details please contact Andrea Turner, Personnel Officer on Slough (0753) 77707 or write to her at: GTE Directories Ltd., Directories House, Sussex Place, Slough, Berks SL1 1NQ.

### SALES EXECUTIVE

required in company promotional field to service top industrial clients. Promotion, advertising, design and sales administration experience useful. Top salary and benefits. Apply with C.V. to: Managing Director, Marks & Distribution Ltd., 241 Euston Rd, London, N.W.1.

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c £13,000 + CAR
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PRINCIPAL ASSISTANT ENGINEER
£12,053-£14,546

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It's the ideal role for you to use your considerable NHS building service experience on our capital works programme. The post offers a variety of work from multi-million pound hospital projects to the comparatively simple improvement schemes for existing buildings.
We expect you to be a chartered Engineer and a member of one of the professional institutes.
Of vital importance to us is your detailed background in mechanical and electrical engineering for buildings with a special emphasis on Hospitals.
In addition, you must have considerable experience in design, specification, cost control, contracts, commissioning operating and maintenance.
Further details and application forms can be obtained from the Personnel Division, SETRHA, Thrift House, Collington Avenue, Bexhill-on-Sea, East Sussex, TN39 3NQ. Tel: Bexhill (0424) 222555 ext 3140. Ref: 551/DT. Closing date: 20th May, 1985.
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Please telephone for an application form or write with details to Ames Personnel, 4a, Birkheads Road, Reigate, Surrey RH2 0AR. Tel. (07372) 22491.

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The applicant should be aged 30/45, suitably qualified with proven experience.
Benefits, negotiable salary, profit sharing, company car, pension scheme, free BUPA. Apply stating C.V. to: Director and General Manager, Normanby Estate Engineering Ltd., Wybeck Works, Normanby Road, Scunthorpe, South Humberside DN15 8QS.

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to produce exploded and sectional perspective illustrations from engineering drawings.

TECHNICAL AUTHORS
To prepare operating and maintenance manuals for which a working knowledge of ejection seat systems and M.O.D. publication specifications would be a distinct advantage and

PROJECT ENGINEERS—SALES
To work as part of a team of Project Engineers dealing with all aspects of liaison between customer and the company on all current projects including advice on technical application of the product. Degree HNC preferred with practical experience gained in an aerospace or related industry.
Excellent salaries and benefits package available to successful candidates.
Write with full C.V. to: The Personnel Officer, Martin-Baker (Eng) Ltd., Lower Road, Denham, Bucks, or phone: (0895) 832214.

### MECHANICAL ENGINEERS

required by BINNIE & PARTNERS in their Westminster office to work on a variety of sewage treatment and pollution control projects.
Applicants should be aged less than 35 and should preferably be university graduates and chartered engineers but must have in any case completed the qualifications and experience needed to become chartered. Experience in the design of pumping systems for sewage and of equipment for sewage treatment such as gates, screens, digestors and so on is essential. Salaries will be negotiable according to age and experience and there is a contributory pension and life assurance scheme.
Applications to:
Staff Officer
Binnie & Partners
Artillery House
Artillery Row
London SW1P 1RX.

MINICOMPUTER SERVICE? Call Technomark Recruitment. 01-239 9239.

### NORTHERN HOME COUNTIES & SOUTH MIDLANDS
A WIDE CHOICE FOR ELECTRONICS ENGINEERS

HARDWARE ENGINEERS
Digital Signal Processing Business Automation to £14k
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All disciplines, all areas, all levels to £13k + car
For a confidential discussion on these and other opportunities telephone:
Milton Keynes (0908) 666872 9.00 a.m. - 6.00 p.m. (out of hours answering service)
ATA SELECTION
Ground Floor, Norfolk House, 419 Silbury Boulevard, Central Milton Keynes MK9 2AH

### NAVAL ARCHITECTS/ MARINE ENGINEERS

required for 3 to 4 months' contract in Scandinavia. Preference will be given to those who have had experience in the marine and off-shore equipment industries with involvement in design, production and approval. Lambie Lifeboats Ltd., tel. 032875 432.

### OILFIELD TECHNOLOGISTS
to £1,000 per week worked

Well paid opportunity abroad for self-motivated sales service engineer or technical chemist with major international chemical company. Minimum 3 years oilfield chemicals experience. Remuneration up to £1,000 per week worked, plus all expenses paid, for outstanding candidate. Tel. Martin Steele, Steele-Dixon and Associates on (0235) 34441 for more details or mail him your c.v.
In confidence to:
2 Station Road, Abingdon, Oxon OX14 3LD.

PROCESS DESIGN ENGNRS. Oil and gas, UK, Middle and Far East, NZ. C.v.s to D. Wiggett, Global Engineering Ltd., 15, Carshalton Road, Sutton, Surrey.

QUALITY ENGINEERS in Electronics Ind., to £17,000. Capital Appts. 01-808 3050.

SALES ENGINEERS to market the services of a mechanical and electrical contracting company based Hayes, Middx. Must be capable of negotiating contracts and have a knowledge of design and estimating. Salary negotiable depending on experience. Company car and normal fringe benefits. Write in first instance enclosing C.V. to Personnel Manager, Diecain Engineering Ltd., 255 Yeading Lane, Hayes, Middx. UB4 9AD.

### OVERSEAS CONTRACTS
U.S. $52,000-$70,000 p.a.

We have over 100 new openings for qualified engineers and designers with 5 years' current aircraft experience in one of the following disciplines:
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STRESS
STRUCTURES DESIGN
SYSTEMS INST. DESIGN
TECHNICAL WRITING (avionics exp. preferred)
TOOL DESIGN (jet engine parts)
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Local interviews forthcoming, so please send your CV today to: C.T.S. Engineering Ltd., 46-47, Pall Mall, London SW1Y 5JG, or call 01-930 0806.
STOP PRESS — AMSTERDAM SCHIPOL HILTON, INTERVIEWS 4-5 MAY. CONTACT STEVE DWORKIN.
C.T.S. Engineering Limited, a subsidiary of Contact Technical Services Inc. DOE Licence No. SE9151.

### PRESS & SHEAR MACHINERY CO. LTD
(Member of the B. Elliott Group) require an experienced
TECHNICAL SALES ENGINEER

24 to 40 years of age to sell a range of metal forming machine tools, including Strippit turret punch presses, Promecam press brakes and shears, Pedinghaus structural equipment—all market leaders. Territory—North West, i.e. Lancashire, Cheshire, North Wales, Cumberland. Applicants should ideally live in the Manchester area where our Northern offices and showrooms are situated. Good basic salary and commission on all sales. Company motor car, non-contributory pension scheme, 23 working days holiday. Applications in writing to the Managing Director, Press & Shear Machinery Co. Ltd, Coronation Road, Park Royal, London NW10 7PT.

TECHNICAL AUTHORS exp. in "computer hardware" & electronics. Urgently required, long lucrative South Manchester contracts. Tel. MDS 061-477 7777 (Agy).

SOFTWARE PROJECT Leaders £14-£18K + Relo. Berks. B.Sc., PDP or VAX, high level languages, proven leadership abilities. Process Control or Instrumentation exp. CBS Appts. 0202-292155 (24 hrs); evenings 04254-70379 (Agy).

### SUPERINTENDENT PROTECTIVE COATINGS
£25K TAX PROTECTED

HNC with in-depth knowledge and experience of protective coatings and techniques, for oil storage tanks, pipelines, structural steelwork, etc.
Two-year renewable contract, 56/20 work leave cycle. Paid air fare, food, accommodation and transport provided. Candidates, who must have had previous desert location experience, should send their C.V. in confidence quoting Ref: 5037P to Mr J. Stevens, Team-Sel Int. Ltd. (Agy), 147, King Street, Great Yarmouth, Norfolk.

### WESLAKE DEVELOPMENTS DESIGN OFFICE PERSONNEL

Intermediate and Senior Piston Engine, automotive or aircraft industry experience preferred. Write 65181, Winchelsea Rd, Rye, Sussex. Phone (0797) 224000.

## REPRESENTATIVES

### A BETTER CAREER
FOR TWO INDUSTRIAL SALES PROFESSIONALS
BASIC £12,000 + BONUS

One of the world's premier manufacturers of food service equipment is strengthening their UK operation with these TWO key senior appointments to be based:
1. MIDLANDS/SW ENGLAND
2. SE ENGLAND/E. ANGLIA
Candidates aged 25/45 should have experience negotiation contracts in both the public and private sectors and appreciate the "total concept" sales principle, as the company is renowned for the complete planning, installation and service facility they provide to users such as hotels, schools, hospitals, staff canteens, restaurants, etc., etc.
£12,000 basic plus bonus scheme, 1600cc estate car, and other generous group benefits, including discount purchases are offered. Please quote ref: "AP."
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ALL SALES ENGINEERS, electronic and mechanical. Free jobs list. All U.K. areas. Capital Appts. 01-808 3050.

SUCCESSFUL SALES rep required to sell unique Polymer Blending System. This is a new position with a strong expanding company and offers excellent prospects. Based in the Midlands/North West, the chosen applicant will be self motivated and successful in the Wastewater Treatment Polymer market. Benefits include company estate car, salary with generous commission scheme, and non-contributory pension fund. Please apply in writing with C.V. to the Managing Director, Stranco Ltd., Britland estate, Northbourne Rd., Eastbourne, Sussex.

Continued on Page 15

### SALES REPRESENTATIVE
CHOCOLATE
SOUTH WEST OF ENGLAND

We are the subsidiary company of a leading continental manufacturer of high quality chocolate products, already well established in the U.K.
We have a vacancy for a sales representative to cover a territory in the South West of England.
We offer thorough training, a highly competitive remuneration package and a car.
We require a high degree of personal commitment, enthusiasm and a capacity for hard work.
Please send a short account of yourself to:
KMP Recruitment Services Ltd.,
43 King Street,
London,
WC2E 8JS.

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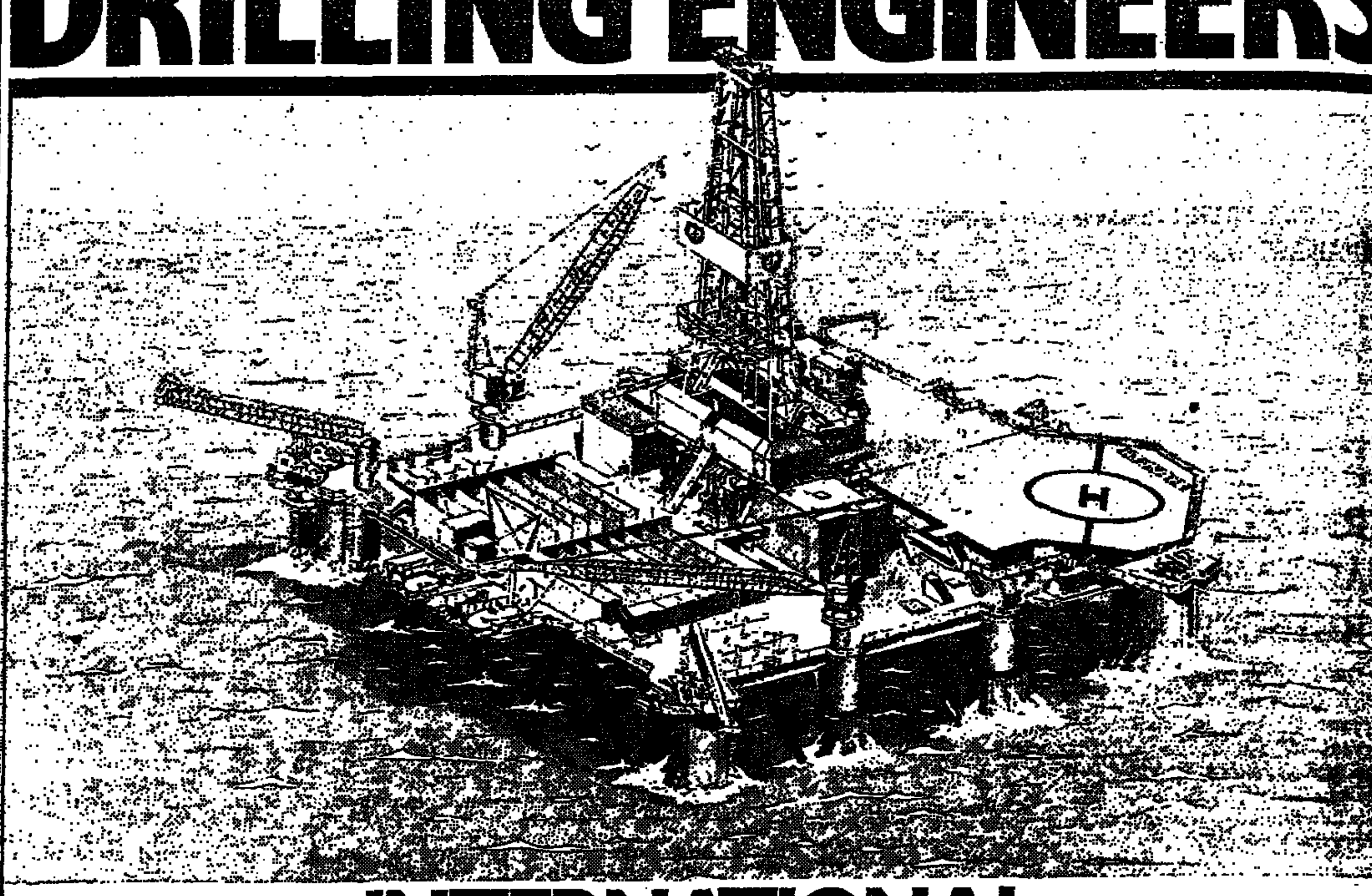
# DRILLING ENGINEERS



Our Exploration and Development programme is one of the largest and most ambitious in the oil industry. We are now operating in twenty countries, including China, Norway, Indonesia, Brazil, Egypt and Australia, in addition to the United Kingdom.

## INTERNATIONAL CAREER OPPORTUNITIES

We have positions immediately available for experienced Drilling Engineers, to be based initially in London or Aberdeen. Successful applicants are expected to be fully conversant with the latest drilling techniques and equipped to contribute to the development of future drilling technology. These positions offer responsibility and the opportunity to develop your career in the progressive environment of world-wide operations.

You will have around 5 years directly related drilling experience gained either "hands on" or in an headquarters environment where you have had to use your own initiative when dealing with a broad range of assignments. Your experience will be based upon a degree or HND qualification in an engineering discipline.

Salaries offered are extremely competitive. The associated benefits include non-contributory pension and relocation assistance, where appropriate.

Please write or telephone for an application form quoting reference D02 to Susan Skolar, Recruitment Branch, The British Petroleum Company plc, Britannic House, Moor Lane, London EC2Y 9BU. Tel: 01-920 3484.

BP is an equal opportunity employer.

## The BP Exploration Company Limited

## Wholesale Territory Manager

### Tenanted Trade — Great Yarmouth

Whitbread Trading is the division of Whitbread & Company plc which is responsible for all tenanted houses, unlicensed property and wholesale distribution functions nationwide.

The Great Yarmouth location now has a vacancy for a Wholesale Territory Manager, aged between 23 and 35, who will be responsible for achieving volume targets and developing his/her territory to improve profitability.

Reporting directly to the Wholesale Sales Manager, key tasks will involve developing and implementing individual business plans with tenants, carrying out sales promotion plans, meeting credit control targets and servicing approximately 65 tenanted trade outlets.

Also, in conjunction with the Property Manager, you will be required to identify and plan capital investment in suitable properties and interview and select new tenants.

Previous commercial experience is essential and the ideal candidate will be educated to 'A' level standard with a financial or business qualification. The salary will be c.£10,500 and benefits include BUPA, a pension plan and 5 weeks paid holiday.

Please write with full career details to: Mr. T. Skelton, Trade Operations Manager, Whitbread & Company plc., Brewery House, George Street, Great Yarmouth, Norfolk. NR30 1PP.

ESTD 1742

WHITBREAD

## Opportunities for Professionals in Food Manufacturing

These two appointments are with a £30 million plus turnover subsidiary of one of the UK's largest and most dynamic food producers and processors. Their aim is to boost the throughput and efficiency of the factory – processing fresh, chilled and frozen foods – to match the demands of an exciting growth programme.

### FACTORY MANAGER
Around £20,000 plus car

. . . to be responsible to the Operations Director for all aspects of production, maintenance, hygiene, safety etc and for some 500 employees. Motivation of managers and supervisors, factory organisation and flow and productivity improvement are the key objectives.
Candidates, age from the early/middle 30s and qualified in an appropriate technical discipline, ideally to degree level, must have managed successfully a high volume food processing unit employing at least 100 people. Strongly results-oriented, they will have aspirations to Board level.

### DEVELOPMENT ENGINEER
Around £15,000

This new appointment reports to the Technical Manager. The job is to improve the performance of present machinery and equipment through, automation, re-positioning etc; to develop and instal new equipment for both new and existing products; and to achieve the factory's potential to be one of the UK's finest food processing unit.
Candidates, probably in their early 30s, should be engineering graduates with broad experience across a range of food products and technologies who are now filling a similar process and equipment development role.

Success in these appointments will lead to first-class career development opportunities. The benefits package includes assistance, if needed, with relocation to an agreeable Northern Home Counties base.
Please write – in confidence – with full career details to D. A. Ravenscroft.

Ravenscroft & Partners Limited
Search and Selection
20 Albert Square, Manchester M2 5PE

## Schroff

SCHROFF UK LTD. a member company of the Schroff Group, the market leader in Europe for Electronic Enclosures and 19" Packaging Systems with manufacturing plants in the UK, West Germany, France and U.S.A.

SCHROFF UK LTD. is a well established and expanding company in the mechanical, electrical and electronic engineering fields with modern production and distribution in the UK and an outstanding range of products.

Due to the forthcoming retirement of our Financial Director the following opportunity arises for an ambitious person.

### FINANCIAL AND ADMINISTRATION CONTROLLER

Hertfordshire

Required to head the Financial and Administration Department of the Company which has a projected turnover approaching £10m.

The Financial Controller will be expected to make a significant contribution to the future development and growth of the company. Responsibilities will include Management and Budgetary Accounting, Financial Planning, Cost Accounting, Personnel, and will need to have a thorough knowledge of computer systems.

The position requires a co-operative, committed and highly motivated personality with an assertive strength of character and the ability to work with the management team of the company.

The candidate should be a Qualified Accountant or a Graduate in Business Studies, aged between 35 and 45 years.

We offer an attractive salary package, fringe benefits, further promotional prospects and a company car. Relocation facilities are available.

If you are prompted by this challenge to work in an international expanding company, then please reply with a comprehensive curriculum vitae to our Personnel Manager or contact us by telephone. Strict confidence will be observed.

SCHROFF UK LTD., Maylands Avenue, Hemel Hempstead, Herts HP2 4SG. Tel. 0442-40471/9.

## Production Engineers

### North West & North Wales — Circa £10,000

Our client has further planned growth which has created the need for experienced Production Engineers to take major responsibilities in the setting up of new or revised production facilities.

Our ideal candidate will have served a recognised apprenticeship and be educated to HNC or equivalent standard.

Experience of manufacturing layout and process design is essential and candidates with a bias towards both high volume component production and final assembly operations will have a distinct advantage.

Exposure to any of the following: Process Planning, Analytical and Cost Estimating and Jig & Tool & Specification would be beneficial. Formal training in Method Study and Work Measurement Techniques will be provided where appropriate.

Prospects for personal development within this progressive and profitable Group are excellent.

Conditions are those associated with any progressive employer and include generous financial assistance in moving where appropriate.

Vacancies currently exist at factories in the North West of England and in a very attractive area of North Wales.

Please send comprehensive curriculum vitae or telephone for an application form stating your preferred location and quoting reference number OP/606 to:

Roy Longworth,
THE JOHN DALTON PARTNERSHIP LIMITED,
4 Post Office Avenue.
SOUTHPORT PR9 0US.
Tel: Southport (0704) 38776

(Applications are open to both male and female candidates)

THE JOHN DALTON PARTNERSHIP LIMITED
Management Selection & Recruitment Consultants

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178-202 Great Portland Street, London W1N 5TB. Tel: 01-631 4411.
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## Senior Communications Systems Planner

**Single/Married status**

**£22,700 – £27,500**

Saudi Arabian Airlines has grown rapidly to become the 8th largest IATA airline in passenger terms.

Our communications division is responsible for ensuring that Saudia has ground communications facilities commensurate with the highest standards of operating efficiency.

You must be a degree qualified electronic/electrical engineer with a minimum of 2-3 years' experience. You will be familiar with the planning and implementation of complex communication projects, including evaluating new equipment, to provide a cost-effective and efficient data communications network. Good working knowledge of I-PARS communications handling techniques with an understanding of related hardware/protocols and terminal systems is essential.

Rewards for the successful candidate are excellent and include: free furnished accommodation, utilities, reduced air travel and generous leave.

Starting salaries are tax free and include transportation and incentive allowance and are paid in Saudi Riyals (currently SR4.8 to £1).

Please write with full personal and career details to Personnel Manager, Saudi Arabian Airlines, 508 Chiswick High Road, London W4 5AQ. Tel: 01-995 7755.

saudia

## ATE Applications Programmer

**Freedom to use your special expertise.**

**Salaries negotiable, £11,000 – £15,000 p.a. + bonus. Cambs.**

AimTest specialises in the design and installation of ATE programme and fixture packages. We are an established, fast-developing British test house with many major electronics manufacturers amongst our clientele. Our rising reputation has brought about company expansion and created a need for additional experts in ATE programme design.

Holding electronics qualifications to at least HND standard, with one or more years' experience of ATE software, ideally with in-circuit testing and GenRad 227X systems, you'll have developed the ability to work with a minimum of supervision, producing original, elegant solutions for customer requirements.

You will be given the opportunity to work projects through from concept to implementation, taking personal control – a policy which will give you a wider view of the business and add to your professional expertise. In particular you will need to develop good working relationships with clients and must therefore be an able communicator, personable and articulate.

Free from the constraints that many large organisations often impose, you will enjoy excellent scope for job satisfaction and career progress, as well as generous rewards, increasing promptly in response to success, with performance-related annual bonus in addition. Benefits include relocation assistance to Cambridgeshire, we are based in the attractive town of St. Ives.

Please telephone our Programming Manager, Richard Walton, on St. Ives (0480) 62225. If you prefer, write to him at AimTest, Burrel Road, Industrial Estate, St. Ives, Huntingdon PE17 4NF.

AimTest — A division of Tek Cambridge Limited.

## Two Sales Representatives

**Home Counties (North and South)**

Our client is a leading UK manufacturer of Industrial and M.O.D. packaging products involving Plywood, Timber and Heavy Duty Corrugated Board. Due to expansion they require two further Sales Representatives.

You will be responsible for servicing existing Accounts and obtaining new businesses in either the Northern or Southern Home Counties region.

You should have a sound track record in Industrial Sales. Knowledge of the packaging Industry and/or M.O.D. requirements would be an advantage.

A competitive salary is offered, plus Company Car and the usual fringe benefits associated with an established and successful International Group.

Please apply with a full C.V. stating current salary and benefits to D. J. Wickes, Regional Director, quoting ref: 314/20. PPC Limited, Orchard House, 1 Orchard Lane, Huntingdon, Cambs PE18 6QT. Tel: (0480) 41 1111.

Professional Personnel Consultants Limited

## Sales Engineer

**Farnborough, Hants.**

Solartron's Transducer division designs and manufactures a wide range of acclaimed high accuracy devices with uses from aviation to oil production, food manufacture and brewing.

We're looking for a Sales Engineer to extend our reputation in the food process industry. Initially acquiring knowledge of the company and our products through an internal role supporting the marketing team, you will quickly move into direct sales encouraging our sales within the Process industry as a whole and developing agents within these industries to handle your increase of business.

We expect you to have sound experience of the food process industry, with HNC engineering qualifications, a clean driving licence and developed skills in selling – good presentation and a natural facility with words – and the ability to support functions such as exhibitions and seminars.

In return, a generous salary and benefits package is offered including car. The successful applicant will find career prospects within the company are very promising, just as you'd expect with a company so firmly established in technological achievement and advance.

Please write, enclosing a detailed C.V. to: Gary Wallis, Solartron Transducers, 124 Victoria Road, Farnborough, Hants GU14 7PW.

SOLARTRON Schlumberger

## Sales Professionals

**Sell a product with the impact of a computer!**

**Bristol – Manchester – Home Counties.**

**On-target earnings £22,000 pa + car**

During the past year our client's innovative products have been making an enormous impact in business, industry, and the professional and public sectors – in fact everywhere where people need to communicate quickly. In the process they have added further to their reputation as a leading name in high-technology.

Following an outstandingly successful marketing operation in the London area, they are now poised to unroll one of the most exciting projects the length and breadth of the U.K.

With products enjoying the same impact as the computer. And projected as the biggest selling idea of the decade!

Your high standing as a Sales Professional, your track record and your performance in a professional business sales environment are the essential qualities we're looking for in our Client's new sales teams for Bristol, Manchester and the Home Counties.

For the entrepreneurially-motivated sales professional, looking for the new trends and innovatory marketing opportunities this is a unique offer. This is the moment when you decide that second-best isn't good enough. You'd like your share of an exploding multi-million pound market during the next five years.

Selling to all sizes of customer from small businesses to large organisations, you'll need the drive and ability to create your own leads and convert leads from telesales and advertising.

Here is the opportunity to move into really big business – that's the offer you can't afford to ignore. You certainly can't ignore the attractive remuneration package which includes on-target earnings of £22,000 pa, company car, over 5 weeks' annual holiday, pension and free life assurance.

Please write with C.V. in the first instance to Tim Read, Moxon Dolphin & Kerby Ltd., 178-202 Great Portland Street, London W1N 5TB, quoting ref. DT/4261/TR.

MOXON DOLPHIN & KERBY LTD

## Collections Manager

**London**

Citibank Savings, a well-known subsidiary of one of the world's largest banks, provides a comprehensive range of innovative services including hire-purchase, personal loans, mortgages, insurance and retail credit cards. Our rate of expansion is certainly impressive and now it has created a challenging opportunity for an experienced Collections Manager to join the unit handling the collection process for a major chain of department stores in the London area.

Your task will be to maintain a stabilised collections process by effective management and control of overdue accounts according to well established company policy. This will involve the supervision of up to 10 Collectors corresponding both by telephone and letter and summarising their achievements on a monthly basis for the benefit of senior management.

Probably aged over 30, you are likely to have gained your considerable experience of credit card collection in a similar environment and will certainly possess excellent communication skills.

Your rewards will include an attractive salary and a generous package of benefits including subsidised mortgages and staff loan (after a qualifying period) and a non-contributory pension scheme. In addition, you will enjoy all the prospects of further career development within one of the most progressive companies in the financial community.

Please write with full details of your career to date to Nigel Rogers, Personnel Manager, Citibank Savings, St Martin's House, Hammersmith Grove, London W6 0NY.

Citibank Savings

## GRADUATE ENGINEERS:

# CO-ORDINATE YOUR FUTURE

For the last 11 years Renishaw has been a pioneer in probe technology for co-ordinate measuring machines, CNC and other machine tool applications.

The impact of our products on world markets has taken us from nowhere to be one of the top 250 companies in the UK.

We now have openings for dynamic, self-motivated engineering graduates, keen to work on computerised systems in both manufacturing and design.

There are immediate opportunities to work on advanced projects in the fields of:

**MATERIALS MANAGEMENT**
**QUALITY ENGINEERING**
**PRODUCTION ENGINEERING**

Successful applicants will be computer literate, and must be ready for immediate responsibility in jobs with high visibility. There are excellent opportunities for further advancement in this fast-tech environment.

Salaries are realistic, benefits are good, and the prospects are boundless. If you feel you can meet our challenge of excellence, please write with a C.V. or phone for an application form.

R.S. Roberts, Group Personnel Manager, Renishaw plc, Gloucester Street, Wotton-under-Edge, Gloucestershire GL12 7DN. Telephone (0453) 842533.

RENISHAW

# Structural Geologist

## Can you continue Scotland's tradition of excellence?

Horne, Peach & Clough at Tay, Lulich, Scotland
By Kind Permission of The British Geological Survey

More than 100 years ago, pioneering research carried out in Scotland by Clough, Peach and Horne presented evidence that significantly altered the face of geological knowledge. Today, with the challenges of finding oil in the North Sea, Britoil offers you an opportunity to be part of a new era of geological exploration, charting courses that will lead well into the next century. As a major operator in the North Sea, Britoil is involved in more offshore blocks than any other company and is currently producing from nine fields.

We require a Structural Geologist to join our Glasgow-based Corporate Exploration Department who will work in basin modelling, basin evolution and spatial relations, interpretation of both deep and shallow seismic data, balancing 2D and 3D sections, fault geometry, reconstruction of basin development, studies on burial history, basin inversion, slope stability, and studies of fault seals and fractured reservoirs. You will be working with the most advanced technology, including remote sensing techniques. You will also be expected to run seminars and training courses for Geologists, Geophysicists and Engineers.

You will have considerable practical experience, be qualified to PhD level, and will work with geophysical interpreters, seismic stratigraphers, exploration and production geologists, and computer experts. You will be an expert in the latest structural geology concepts, particularly in relation to extensional tectonics, continental margins and deep seated structural behaviour. You will also have some knowledge of compressional tectonics, thrusting and shear mechanics. Preferably, your experience will not be limited to hard rock or superficial sediment deformation but will include a broad knowledge of sedimentary rock deformation.

Your salary and benefits package will reflect the importance of your input to the company's future performance. In addition to profit sharing, BUPA, and a company car, you will have generous assistance with relocation, where appropriate.

**To apply, write giving details of your qualifications and experience and quoting reference SG/HK/DT to: Howard Kearney, Senior Personnel Officer, Britoil plc, 150 St Vincent Street, Glasgow G2 5LJ.**

**Britoil**

Energy at work for Britain

**ROBAND** holds a pre-eminent position in the U.K. as a prime contractor to the MOD and now intends to expand into world-wide markets with a state-of-the-art range of in-house funded military power supply systems for airborne, missile, ground and ship equipment.

We seek highly experienced senior personnel—age no barrier—to fill the following positions:

1. General Production Manager : c £25K + car & benefits
2. General Sales Manager : c £25K + car & benefits
3. General Q.A. Manager : c £16K + car & benefits
4. E.H.T. Design Engineer : c £15K + car & benefits
5. Assistant Transformer Engineer : c £9K + benefits

If you enjoy challenging work and have the background we require, write, in confidence, outlining academic and career details to:

**The Managing Director, Roband Electronics Ltd., Charlwood Works, Charlwood, Surrey RH6 0BU.**

## Financial Controller

**c£16,000 + Car** — **Kent Coast**

Our client, a market leader in light engineering and service related industries, seek to appoint a Financial Controller to work at their manufacturing facility.

This is a key management position reporting to the M.D. of a group company and excellent career progression is available to the right candidate.

You will be expected to prepare budgets and costings, interpret and control monthly accounts and be involved in developing systems to enable profitable growth.

A self starter under 35, qualified and with industrial experience, you will have knowledge of management accountancy and be a good communicator with commercial awareness. Relocation assistance is negotiable. Ref F5/140

## Management Accountant

**c£12,500 + Car** — **SE London**

A London based company of the above group require a Management Accountant to assist the M.D. develop accountancy and management systems.

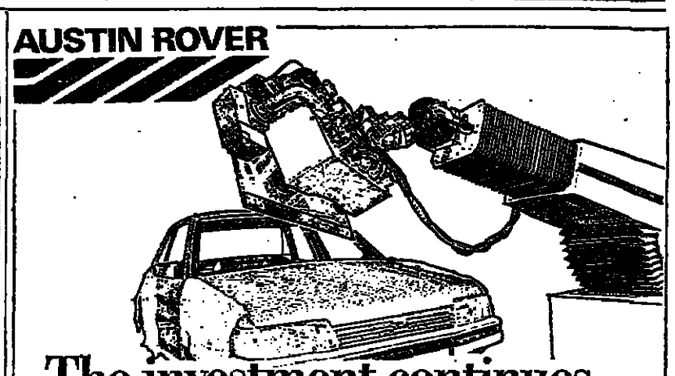
The successful candidate, a good communicator, will be part or recently qualified and the ability to cover all aspects of accountancy including costing, budgetary control and computerised management systems is essential, experience in a service related industry is advantageous. This position offers excellent career potential. Ref A2/141

GRANGE SELECTION

Please write with full c.v. quoting the relevant reference no. to: Stephen Wythe, Jubilee Road, Chelsfield, Orpington, Kent BR6 7QZ. Tel: 0959 34482

Executive Search and Selection

## AUSTIN ROVER



# The investment continues...

## Plant & Production Engineers – Cowley

The development of Austin Rover's successful new model range has been strongly supported by the installation of highly efficient and cost effective manufacturing systems, and our forward plan includes a further significant level of investment in the latest generation of high technology manufacturing facilities to support the next phase of our new model programme.

To implement this ambitious investment plan we now seek the following high calibre plant and production engineers.

### Manager, Plant & Production Engineering

This is a vital appointment responsible for controlling a department engaged in providing a total service to Cowley Operations in respect of the following activities.

- Facility Commissioning and Maintenance
- Production Engineering, including process engineering, layout planning, etc.
- Works Engineering and Services

We need a total professional with management experience gained within a demanding and results oriented volume manufacturing environment. Educated to HNC/Degree level in an Engineering discipline, candidates should ideally have a broad knowledge of Maintenance Process Engineering and Layout and Facility applications related to Body in White and/or Paint, Trim and Final Assembly.

This position would be of interest to candidates currently earning c.£18.5k.

### Maintenance Managers

The management of high technology facilities by implementing planned and preventative maintenance schedules, rectifying breakdowns and minimising machine downtime are the key tasks undertaken by our Plant Engineering activity.

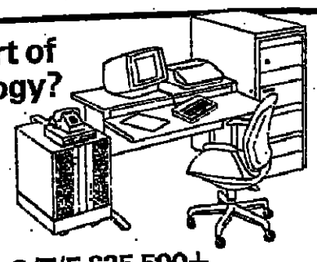
Apprentice trained electrically biased and educated to HNC/Degree level, candidates must have experience of managing and motivating skilled craftsmen within a fast moving and technically demanding field.

Our investment extends to the quality of personnel we employ. We offer a competitive salary and an attractive range of benefits including Staff Bonus, Rental Car(s), Contributory Pension and Relocation Assistance where appropriate.

If you would like to invest in your future and ours, then please write with full details to John Kelly, O & P.D., Austin Rover, 'M' Block, Cowley Body Plant, Cowley, Oxford OX4 2NL. Telephone Oxford (0865) 777701 ext. 2487.

*Austin Rover is an equal opportunities employer.*

## Who reflects the art of computer technology?



# A Computer Sales Executive

**Basic £14,500 – O/T/E £25,500+**

**The Company.** Due to an increase in their London sales figures, our client, a leading manufacturer of Data Processing and Computer Peripherals, renowned worldwide for positive and dynamic marketing/advertising policies with extensive investment in research and development of new products and markets, plus innovative and helpful management, require an experienced Computer Sales Executive.

**The Benefits.** Basic salary up to £14,500 + guarantee + generous commission structure + quality company car + full expenses + pension + four weeks holiday + on-going training + realistic management prospects + extensive range of quality products.

**The Candidate.** Proven successful track record in Mini Computer Sales. Aged 24-39, seeking a structured career path with a renowned international company. Must have a professional and dynamic attitude and experience of selling to distributive or commercial markets would be beneficial.

**Area.** London and Home Counties.

For further details, please telephone or write to BRIAN MILSON. 01-388 0454

Search – Selection

PARK Sales & Management Consultants Ltd. 174-176 North Gower Street, London NW1 2NB

# MECHANICAL AND ELECTRONIC DESIGN AND DEVELOPMENT ENGINEERS

Pleasant UK Base — Attractive Salary + Car

***World wide travel opportunities as Technical Support and Liaison Engineers with a major UK Engineering group***

Our Client, part of a highly successful British engineering group, has won many export orders through the excellence of their Marketing, Design and Manufacturing expertise.

It is the company's policy to develop and maintain close technical links with their customers to ensure that any engineering or production problems are quickly resolved.

Business expansion has created two vacancies – one for a Mechanical Engineer, the other for an Electronics Engineer.

These jobs demand a background in design, development or project work relating to sophisticated rotating machinery and associated plant, such as Large Electrical Machines, Machine Tools, Process Plant, Printing and Packaging Machinery etc.

The nature of these jobs offer excellent career broadening opportunities with exposure to Sales, Marketing, R & D, Manufacturing and other operations both in the parent and customer companies.

You should be a good communicator, able to relate effectively to people at many differing levels and nationalities.

It is essential that you should be technically/professionally qualified (Degree or HNC+) with 3/7 years design/development experience and possess the proven ability to resolve engineering problems effectively and timeously. Age indicator is flexible, probably late twenties/thirties. The Electronics Engineer must be well versed in modern Control and Systems Technology.

The posts offer attractive salary, company car, normal blue chip company benefits plus a generous relocation package.

*Please telephone Gilbert Brown on 01-631 3780 or write quoting Ref. GI302*

**IPG Technical Recruitment Ltd.**
Julco House, 26-28 Gt. Portland St., London W1N 5AD. Tel: 01-631 3780 (24 hrs)
**Professionals in Selection & Search**

# PER
Britain's Largest Executive Recruitment Consultancy

## JOB HUNTERS

For a free job hunting information pack and weekly details on the including over 450 new jobs, recruitment market place - phone (0742) 750197 (answer service out of hours) or write to PER, Fitzwilliam House, 2-4 Fitzwilliam Gate, Sheffield S1 4JH.

*For all positions in this composite applications are invited from both men and women.*

## Opportunities for Sales Professionals

This rapidly expanding public company engaged in the sale and distribution of micros (ALTOS) has an enviable reputation for quality and service. In-company promotion has now resulted in the following excellent opportunities:-

### National Accounts Sales

**£14,000 - £17,000 basic, OTE £30,000**
**London/SE**

To take responsibility for sales of ALTOS computer UNIX-based systems to major financial concerns. Sales expertise in this field essential.

### Dealership Sales/Management

**£12,000 basic, OTE £20,000 +**

A Dealer Manager based in the South East or South West is required to service and support the existing dealer network. A sales executive based ideally in the North West required to identify new sales opportunities and establish dealerships.

Excellent technical/marketing support is in operation. Candidates aged 25-35, must be able to demonstrate a successful track record in computer sales. Excellent prospects and rewards including car, expenses, pension etc await the committed professional.

**Phone Lynne Delaney, PER Warrington on (0925) 52153.**

## Chief Accountant

**£13,000 - £15,000 + car — West Midlands**

To control financial operations of a large Triplex subsidiary and relate conclusions to the Board. Ideally under 40, fully qualified with manufacturing industry experience and knowledge of computer systems.

**Send full cv to Mr J R N Phillips, Triplex plc, Upper Church Lane, Tipton, West Midlands DY4 9PA.**

## Senior Project Engineer

### Electrical Contracting

**£14,000 + and car — Reading**

The rapidly expanding Reading branch of this very successful nationwide electrical contractor looks to strengthen its project management. The job involves leading a team of Project Engineers and Site Operatives handling contracts valued up to £1½m. Each project will be your responsibility from enquiry through to completion. Ideally 30/45, you must have relevant qualifications with sound current experience in the UK electrical contracting industry including site work and project supervision. Excellent rewards and prospects.

**Phone Selwyn Jones, PER Leeds, on (0532) 445131.**

## Sales Executive

**Five figure salary + car London/H Counties**

Our client is the successful window division of a well-established and respected group. This post would suit a Senior Sales Executive or Regional Sales Manager with experience of windows and doors together with selling to local authorities, architects and large building companies. The company offer a five figure salary plus car plus commission and excellent prospects.

**Send full cv to Andro George, PER, Graeme House, Derby Square, Liverpool L2 7SP.**

## Assistant Engineer

**To £11,645 — Southampton**

Southern Gas, which is an equal opportunity employer, is seeking to fill an Assistant Engineer (Telephony) post in their communication and instrumentation department. The successful candidate will report to the Engineer (Telephony Systems) and will assist with the design, specification and tendering for equipment and will be required to produce all relevant drawings and documentation necessary for installation and commissioning of systems. Applicants should have a minimum of HND or HNC with several years' practical experience in complex telephony systems. Salary within the range £10,119 - £11,645 pa.

**Candidates should either write to the Senior Personnel Officer, Southern Gas, 80 St Mary's Road, Southampton S09 5AT or ring, any time, on Southampton 31818 for an information package and application form, quoting reference P1L.**

SOUTHERN GAS

## New Graduate & Experienced Subsea Pipeline Engineers

**Attractive package — London**

The continuing expansion of one of the world's most prestigious names in offshore engineering and project services, has created a number of important new appointments in their UK-based operation for talented and ambitious young Subsea Pipeline Engineers. Specialists in the field of marine pipelines, risers and associated subsea systems, they wish to recruit personnel at two levels: both new graduates with a good Honours Masters degree and familiarity with computer and analytical systems; and engineers with a background in North Sea technology, covering all aspects from high-quality design engineering to follow-up field work. To both, the company promises a truly exceptional environment, for professional and technical progress and development, operating on a task-force basis, with project movement from initial client brief to commissioning. Initially London-based, new team members could then be relocated to any one of several positions throughout the world. Remuneration packages will be highly attractive and include the full range of benefits you would expect from a successful international organisation of true world class.

**Send full cv to: Richard Jordan, PER, 4th Floor, Rex House, 4-12 Regent Street, London SW1Y 4PP.**

## General Manager

### Manufacturing

**c£20,000 — East London**

My client is a well-established and rapidly growing family company which manufactures electrical goods for light industry and distributes hardware for DIY markets. The company's success is built upon a high level of customer satisfaction. They are seeking an experienced manufacturing manager to be responsible for their diverse £multi-million operations in East London. The successful applicant will have a technical background and have sound experience of managing and motivating a multi-racial, multi-skilled work force in a batch-production industry. A practical, flexible and well-organised approach is essential. The excellent rewards package will match ability and expectations, including realistic prospects in a soundly-based, forward looking environment.

**Send full cv to Halina Scharf, Consultant, Management Selection Division, PER, 4th Floor, Rex House, 4-12 Regent Street, London SW1Y 4PP.**

PER MANAGEMENT SELECTION

## Sales Operations Manager

**c£15,000 + car — Bristol**

A highly successful manufacturing company, entering a phase of planned expansion have a key opportunity for a Sales Operations Manager. You will co-ordinate and develop the computerised sales activities to maximise orders. Aged 27+, you must have proven sales management experience with quality products, gained within an environment where service to a multiple customer base is of prime importance. If you have the ability to work under pressure in a busy environment and can meet these requirements, the company offer a salary of around £15,000, a2 litre car, assistance with relocation and normal company benefits.

**Send full cv to Brenda Stanton, PER, 27-29 Baldwin Street, Bristol BS1 1LY.**

## Senior ATE Sales Executive

**Excellent salary + car — Verwood, Dorset**

A challenging and unique opportunity to market a new and exciting range of ATE products within the United Kingdom. If you have experience of marketing ATE Systems and consider you have the necessary background and skills to develop this activity, we would like to hear from you now. You will be based at our Technology Centre at Verwood, Dorset, in modern well-equipped laboratories and offices, supported by an experienced technical team. This position offers an excellent salary, on target commisison, company car and the benefits of a non-contributory pension and life insurance scheme.

**In the first instance please telephone or write to Ms Betty Fearn for application form at the AGI Technology Centre, Ebblake Industrial Estate, Verwood, Wimborne, Dorset BH21 6BB. Tel. Verwood (0202) 824644.**

## Technical Sales

**£12,000 + bonus + car — Wandsworth based**

A-X Engineering, part of a larger group, provides metal work services for the electronics industry, and is seeking a technical salesperson. The territory is 100 miles radius of London. Candidates should be well versed in all aspects of sheet metal work, with effective sales technique and ability to negotiate. The company offers basic salary £12,000, plus bonus, group pension scheme and company car.

**Send full cv to Charlotte Rafferty, PER, 319-327 Chiswick High Road, London W4 4HH.**

## Sales Managers

**c£11,000 + comm + car — Belvedere, Kent**

Part of United Scientific Group, Helio Mirror Co Ltd produce high quality precision assembly work. To expand and promote the sub-contract function they seek to recruit two Sales Managers to cover the Midlands and Southern England. Aged 30-40, applicants should have proven sales experience in a sub-contracting engineering environment. Full product training will be given.

**Send full cv to Alison Webster, PER, Suite 5B, 71-73 High Street, Chislehurst, Kent BR7 5AG.**

## Sales Engineers

**c£9,000 + bonus + car — 1) London/South East 2) Kent/South East 3) Northern England**

Bestobell Mobrey which specialises in sensing, measurement and control instrumentation for industry, is a highly successful part of the worldwide Bestobell Group. Based at the above locations, you should be at least 26 years of age and preferably a qualified engineer, with a knowledge of the steel, chemical water and/or power industries.

**Write or phone: Margaret Jennings, Personnel Officer, Bestobell Mobrey, 190-196 Bath Road, Slough, Berkshire SL1 4DX. Tel: Slough 34646.**

BESTOBELL MOBREY

## Technical Editors

**£8,151 — Central London**

Opportunities to work on technical publications of national standing. Detailed, disciplined editing combined with close liaison with technical staff. Applicants should be 23 +, with degree plus two years' editing experience.

**Please phone or write for full information and application form to:- Elspeth MacArthur, Personnel Department, BSI, 2 Park Street, London W1A 2BS. Tel: (01) 629 9000 Ext 3066.**

## Director - Public Affairs

**c£20,000 — London**

Public transport is becoming more competitive than ever. BUS & COACH COUNCIL represents operators of 98% of the buses and two-thirds of the coaches in the United Kingdom. Its responsibilities include providing information about the industry, as well as offering specialist services and advice to its members to help them in the operation of their businesses. The post of Director, Public Affairs, is being developed to enhance BCC's ability to respond to new opportunities. Responsibilities will include devising programmes which promote the industry in competition with other modes of transport; and helping to develop improved as well as new services for members, appropriate to their changing needs. The successful applicant is likely to be aged 35-45 with sound marketing experience in a commercial environment. A background in public transport or trade associations would be helpful but is not essential.

**Please write under confidential cover and enclosing a full cv to: The Director General, Bus & Coach Council, Sardinia House, 52 Lincoln's Inn Fields, London WC2A 3LZ.**

## Chemical Sales

**c£10,000 + car + benefits — All areas**

We are a successful expanding group of manufacturing companies with diverse interests throughout the UK and Europe. Our chemical division currently seeks to capitalise on its growing market share by recruiting technically qualified, ambitious people to complement the sales team. You will be selling a variety of general and speciality chemicals of wide-ranging application through a combination of established contacts and new leads. Aged 28-40, with a qualified chemical background (HNC minimum) you will have at least two years' experience in a customer-related environment. Previous sales experience is not essential, however, you must be a good communicator and display enthusiasm and aptitude for the sales situation.

**Send full career and current salary details, indicating the range of chemicals you have dealt with, to David Curtis, PER, 4th Floor, Rex House, 4-12 Regent Street, London SW1Y 4PP, listing companies to whom your details should not be forwarded.**

## Rapid Growth-High Tech Industry

**Attractive negotiable salaries — S Coast**

Singer Link Miles are world leaders in the exclusive and rapidly developing high technology world of aircraft, vehicle and maritime simulation. With growth in both our UK and international markets continuing, we now plan to strengthen our head office team by recruiting the following senior staff.

### Senior Contracts Officer

Involved from initial tender through to contract award and beyond, you will be responsible for negotiation and settlement of all terms and conditions relating mainly to high-value, fixed price commercial and military contracts. Aged 27 +, degree qualified and with substantial contracts experience gained within a high technology aerospace environment you must be able to demonstrate proven skill in negotiating military - and particularly commercial - contracts.

### Senior Estimator

Involved at all levels in our ambitious cost/contract bidding, you will play a critical front line role in the generation of final costs and prices.

Aged in your late twenties/early forties and qualified to at least HNC level, preferably in engineering, you will already have proven your ability in a similar high technology cost and pricing role. With our commitment to improve even further our share of the world's civil and defence markets, these roles offer considerable cope for professional growth in addition to a highly attracive salary, a benefits package and associated world-wide travel.

To arrange an early discussion, please phone for an application form and further information or send a copy of your cv, with salary details, to **Keith Archer, Personnel Manager, Singer Link Miles Limited, Churchill Industrial Estate, Chartwell Road, Lancing, Sussex BN15 8UE. Tel: (0903) 755881. Please quote ref KA4.**

SINGER Link-Miles

## Sales Engineer

**c£9,500 + use of company car**

Required by an international engineering component manufacturer to call on existing customers and generate new business within the Midlands and South. Ideally living centrally (Berks/Bucks/Herts) and HNC level in mechanical engineering with drive, enthusiasm, and the ability to communicate effectively at all levels. Would suit experienced Sales Engineer or qualified Engineer wishing to embark on a sales career.

**Send full cv to Judith Murray, PER, Bankfield House, New Union Street, Coventry CV1 2PE.**

## Works Manager

**c£10,000 — Brentford, Middlesex**

Required for factory producing corrugated board, laminated and printed cases. Aged 30+, with sound experience in the industry. HNC/HND preferred.

**Send full cv to Mr B C H Gullett, The Grafton Paper Manufacturing Co Ltd, Kingsleigh Works, Brook Road South, Brentford, Middlesex.**

## Sales Representatives

### Building Products

**Hampshire/Dorset & Herts/North London**

We need experienced professionals to sell quality products to builders merchants, architects, specifiers in the above key territories. Sound business acumen needed to maximise existing outlets and develop new accounts. Attractive salary, car, profit sharing, etc.

**Send full cv to Personnel Manager, IMI Yorkshire Imperial Plastics Ltd, PO Box 166, Leeds LS1 1RD.**

## Sales Entrepreneurs

**£15,000 + (profits anticipated) — All areas**

1. The independence of being self-employed and running your own business, without capital outlay. 2. To market a uniquely broad range of financial services to both business people and individuals in an untapped market. 3. Earnings directly related to success with no upper limit. £15,000 + anticipated in first year. 4. To form a partnership with one of Britain's most successful and fast-growing financial organisations currently managing over £1.8 billion. 5. An opportunity to sample the job with us before you commit yourself. 6. Detailed training and support throughout your career. 7. Unrivalled management opportunities in an expanding company. If you can genuinely answer all the questions below you may well qualify for this opportunity. ★ Aged 24-53? ★ Good health? ★ Own home telephone? ★ Own car? ★ Successful career pattern? ★ Desire to be effectively running your own business?

**If you do qualify please write with full cv to Philip Joiner, Recruitment Manager, Save & Prosper, Hexagon House, 28 Western Road, Romford, Essex.**

SAVE & PROSPER

## Works Manager - Textile Manufacture

### Director Designate

**c£13,000 + car — East Lancs**

This successful privately owned household textile group with an outstanding reputation for innovative design requires a Works Manager able to make an immediate contribution to the management team and ultimately to join the Board. Your overall brief will be to manage, develop and "professionalise" the production function. This will involve controlling a workforce of around 100 - primarily in cutting, stitching, packing and distribution - with particular attention to developing new management information systems and improved techniques in production/materials planning and work study. You must be well qualified with proven managerial experience in a textile or sewing environment. Equally vital are the personality, confidence and commitment needed to join the management team of this very progressive organisation.

**Send full cv to Cathy Homer, PER, Victoria House, Ormskirk Road, Preston PR1 2DX.**

## Production Engineer

**c£12,000 — West London**

Newmont Engineering, precision engineers specialising in manufacture of gears, gearboxes and actuation mechanisms, seek experienced Production/Estimating Engineer, aged 30 to 40. Educated to HNC/HND level in mechanical/production engineering with experience in production planning, process planning (principally heat treatment) and estimating. Must be self motivated, working with minimum supervision and able to communicate at all levels.

**Send full cv to John Townsend, Newmont Engineering Ltd, Julien Road, Ealing, London W5 4XE. Tel (01) 567 3924.**

## Sales Executive

**c£11,000 + car (eg .205 GTi) — Haslemere, Surrey**

Concours Motor Co Ltd has achieved the highest market penetration of any Peugeot/Talbot franchise in the country through superlative customer service and management. With full administrative support, your sole responsibility will be to demonstrate and sell their exciting range of quality cars. If you have a successful record in retail sales then:

**Send full cv to, or telephone Magnus Henderson, PER, 12A Commercial Way, Woking, Surrey GU21 1HG. (04862) 20003.**

## Verkäufer für die BRD

Ein bedeutender Hersteller von Konsumgütern im Textilsektor sucht einen weiteren Verkäufer für den westdeutschen Markt. Der Aufgabenbereich umfaßt das gesamte Spektrum von der Entwicklung einer Verkaufsstrategie über Kundenbesuche bis hin zur termingerechten Lieferung und zum Kundendienst nach Verkaufsabschluß. Den erfolgreichen candidaten stellen wir uns so vor: Mitte 30 +; schreibt und spricht fließend Deutsch; hat Erfahrung im Verkauf von Konsumgütern (Textilien) an große Unternehmen in der BRD; bereit, mindestens 50% seiner Zeit in der BRD und den Rest in den East Midlands zu verbringen; hat enthusiasmus und genug energie und motivation, um seine Firma in diesem Marktsektor zu etablieren. Wir bieten ein gutes, fünfstelliges Jahresgehalt (in £), pensions plan, zuschuß zur privaten Krankenversicherung sowie gute Aufstiegsmöglickkeiten innerhalb der Firma. Auf Wunsch helfen wir auch beim Umzug in die East Midlands.

**Bewerbungen in englischer Sprache an: Jim Lowe, PER, Clarendon Street, Nottingham NG1 5NG.**

## Technical Representatives

### Specialised Protective Clothing

Multifabs of Derby, now a division of Work Wear Corporation Incorporated, enjoys an enviable reputation as a quality manufacturer of specialised protective clothing, aimed at the high tech industrial field. The company is planning continued growth, and seeks two Technical Representatives to work established territories covering: (1) London, East Anglia and the South East. (2) The West Midlands, Wales and the South West. Preferably resident in, and with knowledge of, the area concerned, aged 25 to 45 years, with a good level of education, and with experience in textiles/clothing, candidates will be responsible for developing strongly the sales of existing products, and for researching new market opportunities. An attractive salary will be offered, together with company car, all travelling expenses, and pension scheme.

**Please write with full cv to:- Mr G Evans, Chief Executive, Multifabs, Osmaston Works, Osmaston Road, Derby DE3 8LF.**

# Sales Manager

## Prestige Hotel Fitments

**£16,000 minimum + 2.0L Car**

Our client is a world renowned manufacturer of commercial and domestic refrigerators and other appliances. They hold over 60% of the total market for absorption type refrigerators which are particulary suitable for hotel room use, and the company has developed a range of individually designed refrigerated drinks bars.

They have a number of prestigious and highly successful installations operating already, but now wish to appoint a specialist "marketeer". Initially he/she will concentrate on UK sales but should be capable of undertaking wider European responsibility as market opportunities are developed.

Candidates should be aged 25-40, with proven ability to negotiate contract sales at a senior level. Obviously a knowledge of the international hotels market and organisation would be a distinct advantage. Preferred location is S.E. England and relocation assistance will be provided if necessary.

In addition to the basic salary of circa £13,000 plus performance related bonus (GUARANTEED £3,000 min 1st year), a motor car and generous supporting benefits package is offered.

Applications must be made to the retained consultants who will conduct all initial interviews to ensure complete confidentality.

Please quote reference "MO"

**Sales Selection Ltd**
Selection House, Ravenscourt Avenue, London W6 0SL Tel: 01-741 9691 (24 hrs)
Consultants since 1957

# Project & Design Engineering

c.£18,000 + car

"Senior engineers & managers for engineering projects"

There can be no doubt that my client has emerged in recent years as one of the prime sources of expertise in the design and application of large scale combustion and boiler technologies. With a string of prestigious projects to their credit, they have the market confidence, intellectual capital, and significantly, access to the substantial financial resources of an international parent group, which together forms the basis of a major programme of growth and diversification.

Therefore, with business trends set fair to achieve a 3-fold expansion in turnover over the next 2 years, our search is for a number of professionally mature engineers. Individuals whose broad technical knowledge is enhanced by the confident way in which they take on the mantle of leadership as a key decision maker within the management team.

Our perception of the ideal candidates would suggest that you have already accrued considerable experience of the practical aspects of engineering management within the context of large industrial projects in the process industries. Ideally, this experience will have familiarised you with the problems of leading design teams, planning practical development budgets and schedules, and the necessary technical support for site operations.

On a more detailed level, we are particularly eager to meet engineers whose background falls into the following areas:

Process Engineering:- particularly if you have boiler industry/petrochem experience which has furnished you with an understanding of combustion/power systems.

Mechanical Engineering:- boiler designers with a knowledge of industrial applications.

Electrical Engineering:- To lead the design and specification of steam raising plant and ancillary equipment for private power generation schemes.

Instrumentation Engineering:- Electrical and Electronic instrumentation for industrial systems.

The seniority of these positions makes it unlikely that anyone under the age of 35 will have the depth or Engineering skills or man-management expertise necessary. It is likely applicants will be graduates and/or have Chartered Engineering status. In addition to excellent prospects for progression within a growing management structure, my client offers competitive company benefits together with a generous relocation package where appropriate.

To discuss any of these roles in greater detail, call me Keith Elms on (0992) 552552 until 7.00 pm TONIGHT or during normal hours. Alternatively forward your CV to me quoting reference MD 316 at: Macmillan Davies Energy, The Old Vaults, Parliament Square, Hertford SG14 1PU.

Macmillan Davies
ENERGY

## Contracts Engineer

**Quality Assurance and Inspection Service**
**Up to £15,000 (inclusive)**

The Crown Agents is a Public Corporation, providing commercial, financial and professional services to Governments and Public Bodies overseas.

We have a vacancy based in our Sutton Office for an Engineer to meet the needs of overseas clients in the supply, control, administration and provision of Quality Assurance and Inspection contract services. These include technical vetting and the inspection of plant, machinery and goods, (both pre-shipment and on-site), assistance with training of the clients' quality assurance staff.

Applicants must be chartered Engineers, holding Corporate membership of a recognised Senior Engineering Institution. They should have at least 10 years qualified engineering experience in the technical work of the chosen discipline, 5 years of which must be proven experience in a senior capacity where commercial contacts are involved. Experience and understanding of the contractual requirements of Government Agencies is highly desirable, together with a knowledge of overseas conditions.

A good salary package is offered, including a contributory pension scheme with life insurance.

For further details and an application form write or telephone Mrs. L. Norman, 01-643 3311, Extn 3049, quoting reference YA/050385/DT.

Closing date for completed application forms 16 May, 1985.

**Crown Agents**

The Crown Agents for Overseas Governments & Administrations, Personnel Dept, St. Nicholas House, Sutton, Surrey, SM1 1EL.

The Crown Agents is an Equal Opportunities Employer

## HEAD OFFICE AUDITOR

**Milton Keynes — c.£11,500**

Abbey National, Britain's second largest Building Society, has a vacancy within the Audit Division based at our new Head Office complex at Milton Keynes.

As a Head Office Auditor you will participate in the annual auditing of major functions and systems which are typically computer based. Extensive use is made of modern internal auditing techniques and the group provides a challenging environment in which to work.

We are interested in meeting people with at least 2 years' experience of auditing who either hold, or are in the process of attaining, an appropriate professional qualification.

The starting salary is dependent on individual qualifications and levels of experience. A supporting benefits plan includes an excellent pension scheme, subsidised BUPA cover and staff restaurant facilities.

Please telephone for an application form and job description: Mrs Barbara Miles, Personnel Department, Head Office, Abbey National Building Society, UK House, 180 Oxford Street, London W1. Tel: 01-637 3488 ext 3173.

Closing date for receipt of applications is 17th May 1985.

ABBEY NATIONAL BUILDING SOCIETY

## PHOSTROGEN

Because of continuing expansion and our policy of promoting internally, wherever possible, we have the following vacancies:

### SPECIAL ACCOUNTS MANAGER

We are seeking a person with a proven record of success in negotiating and selling to the major National Accounts, preferably having experience in selling horticultural, hardware and/or DIY products.

### SALES REPRESENTATIVES

Two representatives are required and candidates must have a proven record of managing an area successfully. Experience in selling horticultural, hardware and/or DIY products to Wholesalers and major Retailers, together with attendance at Trade Shows, is preferred. The ideal bases for these positions are the West Midlands and Bristol/Salisbury/Southampton region.

Generous remuneration, car provided, BUPA and other fringe benefits are available to the successful candidates.

You must be loyal, hard working, enthusiastic, of a personable appearance and disposition, compatible with the image of our successful and highly respected Company, known for its unique brand leadership, friendliness and excellent service.

All applications, which will be treated in the strictest confidence, should be made in writing initially to **Mr P. S. Williams, Managing Director, Phostrogen Limited, Corwen, Clwyd, LL21 0EE.**

## EXPORT SALES OPPORTUNITY

MTL is a world-wide supplier of intrinsically safe instrumentation to the oil, gas, chemical and petro-chemical industries. We have over thirty-five agents in thirty countries of the world and half of our £5·9 million turnover is exported.

We now have a vacancy for an Export Sales Engineer to represent us and promote our products outside Europe.

The successful candidate will have some previous export experience in a related Technical Sales position and possess relevant professional qualifications. The position, which will involve extensive travelling and the ability to work efficiently on your own is likely to appeal to people in the 25-35 range.

Your work would include liaison with our overseas agents, direct customer visits, exhibition support and technical presentations. Although operating individually for much of the time, you would be part of our Sales team which covers both UK and overseas markets.

The post offers excellent career development opportunities and an attractive remuneration package. Applicants should write or 'phone for an application form to:

The Personnel Manager

**MEASUREMENT TECHNOLOGY LTD**
Power Court Luton LU1 3JJ England
Telephone: Luton (0582) 23633
Telex 827881

هكذا من الاصل

## Sales/Purchase Manager

**Jeddah, Saudi Arabia**

Leading food import and distribution company requires Arabic speaking Sales Manager to set up sales team for frozen food division. Task includes training, motivating and control of sales team as well as key account negotiations.
Candidates with a specific experience in worldwide purchase of frozen foods and/or perishables may be considered for a separate position.
Ideal candidate will be male, aged 30-40 with minimum 6 years' experience in the frozen food trade, plus 3 years' successful sales management experience with western/multinational company. Fluency in Arabic and English essential. Previous Middle East experience preferred.
Salary negotiable according to experience. Fringe benefits include free furnished accommodation, car, medical cover and annual home leave. This position is a long term career opportunity, candidates without longer term employment in mind need not apply.

## P.A. to Chairman

**Jeddah, Saudi Arabia**

Leading food import and distribution company requires male graduate (aged 30-40) to run the private office of the chairman. Fluency in English essential, knowledge of other European languages and Arabic preferred.
Must have secretarial and office organisation skills, as well as international experience. Previous Middle East experience preferred.
Salary negotiable according to experience/qualifications. Fringe benefits include free furnished accommodation, car, medical cover and annual home leave. This position is a long term career opportunity, candidates without longer term employment in mind need not apply.
Please apply in writing to:
I. M. White Consultancy,
31, Danbury Vale,
Danbury,
Essex CM3 4LA.

The Interfood Group

## AREA SALES MANAGER

Do you know our company—our product range? If you do, you will want to meet us to find out more about these career opportunities.

We are consolidating our position as leading suppliers of machinery and consumables to the food processing industry by adding to the outstanding agencies we now represent.

We will interview at appropriate centres in England, Scotland and Wales, and sales areas will be created around the successful candidates.

It is well known that our sales people are among the highest earners in our industry, and fringe benefits—car, pension, BUPA, etc. are unusually good. Our test kitchen, technical support and service back-up ensure customer satisfaction and a platform for further sales.

If you have successfully sold machinery or consumables to the food industry we will both benefit from your joining us. Please write or telephone me to arrange a meeting in your own location.

**Peter Day—Sales Director,**
**Interfood Group,**
**Interfood House,**
**Eastman Way,**
**Hemel Hempstead Herts. HP2 7DU.**
**Telephone: 0442 69461.**

* Looking to the future we will appoint 2 young people as sales trainees. After training they will return to their home towns to work under area managers. Mobility, and an engineering/production/food technological background will be of considerable advantage.

*Please apply as above.*

## Technical Journalist

**Middle East Electricity**

Middle East Electricity, the leading technical magazine circulating exclusively in the Arab world is looking for a new member for its editorial team.
Since its launch in 1976, Middle East Electricity has established a reputation for its authoritative coverage of electrical engineering projects in the Middle East and for its reporting of developments in the electrical industry worldwide. The new member of staff will be expected to enhance that reputation by making a substantial contribution to the magazine's features section. He or she will have a relevant technical qualification and be prepared to travel in Europe and the Middle East. Technical writing experience will be an advantage, but is not essential.
The successful candidate is likely to be working as an engineer in industry, to have a knowledge of the electrical industry and to possess basic writing skills.
The pay and conditions are those you would expect from a major publishing company.
**Please apply enclosing a C.V. to Mike Rice, Editor, Middle East Electricity, Times House, Throwley Way, Sutton, Surrey SM1 4AF.**

*Business Press International is an Equal Opportunities Employer.*

BUSINESS PRESS INTERNATIONAL — Getting the message across

Due to expansion plans for 1985/86 a

## TECHNICAL SALES REPRESENTATIVE

is required for a Manufacturing and Merchanting Organisation located in Stockport involved in the supply of FLAME RETARDANT AND SPECIALITY FABRICS. The Company is a major producer of Flame Retardant Fabrics for furnishing and bedding to Public Sector outlets including Hospitals, Nursing Homes, and Ministry of Defence locations as well as to major bedding and furniture manufacturers.

Applicants should have experience in marketing high specification fabrics to the Contract and Public Sectors. Knowledge of these markets and a familiarity with the Technical requirements of contract customers would be a distinct advantage.

The Company is a subsidiary of Whitecroft plc and an attractive salary, company car and the usual benefits associated with a large company are offered.

*Apply in writing to:*
**John Sproston,**
**Sales and Marketing Director,**
**Edgeley Textiles,**
**PO Box 21, Edgeley,**
**Stockport, SK3 9RL.**

## HIGH TAX-FREE EARNINGS

UK-based company providing bank and financial services to the Armed Forces wishes to expand its team based in Germany.

Applicants should be educated to "A" level standard, single, aged 23 to 30 years, and be willing to work in West Germany for at least two years.

Please send C.V. to H.T. 13828, Daily Telegraph, E.C.4.

# PER — Britain's Largest Executive Recruitment Consultancy

## JOB HUNTERS

**For a free job hunting information pack and weekly details on the including over 450 new jobs, recruitment market place - phone (0742) 750197 (answer service out of hours) or write to PER, Fitzwilliam House, 2-4 Fitzwilliam Gate, Sheffield S1 4JH.**

*For all positions in this composite applications are invited from both men and women.*

## Opportunities in Berkshire

Wordplex, one of the market leaders in the integrated office system market place is relocating its manufacturing base from Westlake, USA to Slough, Berkshire and as a result now require the following key personnel.

### Commercial Manager

**c£15,000 – £20,000 + car**

Reporting to the Operations Director of the Main Board your primary responsibilities will be for the forecasting and scheduling of Wordplex products under manufacture and contracts management of related OEM equipment. The ideal candidate will have several years' experience in a related position and be earning not less than £15,000 at present.

### Manufacturing Cost Accountant

**c£14,000 + car**

Applicants, preferably ACMA qualified should have at least five years' cost accounting experience in an electronic or light manufacturing company with additional experience in handling accounts payable and management accounting.

**Please write with full cv to Mr R.H Clements, Director of Manufacturing, Wordplex Systems Development Ltd, Constable House, St Leonards Road, Windsor, Berks SL4 3DB.**

## Production Manager

**£12,000 - £14,000 — North West**

To manage 80 strong workforce of Thermovitrine - market-leading, high quality double glazing operation. Ideally degree/HND level. Proven production management record. Director potential.
**Send full cv to Mr. J R N Phillips, Triplex plc, Upper Church Lane, Tipton, West Midlands DY4 9PA.**

## Sales Manager

**Five figure salary + car — Sidcup, Kent**

Zest Equipment Co Ltd manufacture and sell products for the heating, ventilating, air conditioning and sheet metal industries. A key appointment has arisen to manage and motivate the UK sales team, stockists and distributors. Areas of responsibility include measuring representatives' performance, ensuring UK sales and gross profit targets are met and promoting the company's extensive product range. Aged 30-45, applicants should have sound sales management experience including negotiating with specifiers and consultants in the building services industry, ideally with knowledge of the valve industry, specifically solenoid valves. The right applicant can expect excellent promotion prospects.
**Send full cv to Alison Webster, PER, Suite 5B, 71-75 High Street, Chislehurst, Kent BR7 5AG.**

## Instrument Field Sales

**£ negotiable + 1.6 litre car — Various locations**

We are a successful and expanding company designing and manufacturing process measurement and control instrumentation. Due to re-organisation and promotion we are looking for Field Sales Engineers to cover:

**— South Wales and the South West**
**— West Midlands and adjacent counties**

Knowledge of process control instrumentation, qualified to ONC level and resident in the stated area. Selling experience, although desirable is not essential. We are interested in instrument engineers who are considering sales as their future career, and those instrument sales engineers who are keen to improve their status and prospects.
**Please send details of career to date to Jean MacLeod, Personnel Manager, KDG Instruments, Crompton Way, Crawley, Sussex RH10 2YZ.**

KDG

## Regional Sales Manager

**Building Products**

**Attractive salary + car — Midlands**

Supplying top quality products used in the construction of some of the UK's most prestigious building projects, this successful company offers an exceptional opportunity to a sales professional who fully understands the construction industry. Responsible for maximising business with senior architects throughout the central part of the country (from Wales to Lincs/Northants), you will control a small sales team and personally service existing accounts and develop new business in the south of the territory. You must have spent at least five years' negotiating with architects and have ability to motivate your team and develop this large and important territory. Good salary, profit share, BUPA, car etc.
**Send full cv to Janet Roberts, PER, Halkyn House, Rhosdin Road, Wrexham LL11 1NE.**

## Drilling Engineer

**Aberdeen**

Our client is a major oil company actively involved in both operated and joint venture North Sea operations and committed to long term activities in exploration, appraisal and development drilling. A position exists within the petroleum engineering department for an experienced Drilling Engineer. Candidates will have a good degree in an appropriate science or engineering discipline and at least four years' oil related experience with particular emphasis in offshore drilling engineering. An attractive salary and full benefits package will be offered including assistance with relocation where appropriate.
**Send full cv to Alfie Smith, PER, 3rd Floor, St. Martin's House, 181 Union Street, Aberdeen AB9 1BR.**

## Operations Director Designate

**c£18,000 + car — London area**

The UK leisure market has achieved significant growth in recent years and my clients are enjoying the benefits of this growth. They wish to recruit an Operations Director Designate to take responsibility initially for the food and related services of a major complex in the London area. Reporting to the Group Managing Director, responsibilities include financial and operating goals, client relations, co-ordinating personnel, training and ensuring the efficient and profitable management of the services on the complex and involvement in sales and business development. Aged 27-35, preferably educated to degree level, the successful candidate will have food service, financial and operating management experience in concession catering with at least two years' at a senior managment level. Experience of multi-site management, staff training and computer systems are also important.
**Send full cv to Carol Howe, PER, Management Selection Division, Minster House, 27-29 Baldwin Street, Bristol BS1 1LX.**

PER MANAGEMENT SELECTION

## Senior Interior Designer

**£12,000-£14,000 — London E2**

KB Contracts, the well-established family company involved in interior design for licensed-hotel and catering establishments, including pubs, need an Interior Designer with development potential to lead a team initiating designs for interior furnishings and interpreting salesperson's reports and sketches into commercial designs. Practical experience, preferably gained in the catering industry, is more important than formal qualifications.
**Send full cv to Gurunsil Bahia, PER, 616-618 High Road, Leytonstone, London E11.**

## Product Manager

**Attractive salary + benefits — Worcester**

My client, one of the leading suppliers of heavy duty conveyors to the world's mining and extraction industries, requires a Product Manager to be responsible to the Production Director for organising and controlling all aspects of manufacturing and production engineering requirements for a particular company product range. Design involvement also required. Applicants aged 30-50, should be Chartered Engineers with considerable practical involvement in both manufacturing and production engineering fields covering NC/CNC machining and welding fabrications, fully conversant with all production support services and capable of dealing with day to day industrial relations and personnel matters. We can offer an attractive salary, a contributory pension scheme and fringe benefits associated with a modern company. Assistance will be given with relocation expenses to this pleasant rural area, where appropriate.
**Send full cv to Doug Knowles, PER, 150 Corporation Street, Birmingham B4 6TB.**

## Sales To Retail Outlets

The company are market leaders in the sale of a range of fashion products. To consolidate their share of a growing market and assist further diversification, they now have the following challenging opportunities:-

### District Manager

**1). N Home Counties, East Anglia**
**2). South West, South Wales**

Responsible for maximising sales through the continued development of a range of retail accounts and new business ventures. Age 25-40 you should be able to demonstrate a successful and progressive career in sales to retail outlets involving high standards of merchandising and presentation.

### Franchise Development Manager

**South East**

To set up and develop a franchise network throughout London and the South East. It will involve identifying suitable clients and shop premises, then providing the necessary training and management support to ensure that an adequate level of retail skills is reached. Applicants must have similar franchise shop experience and strong personal and communication skills, ideally with a retail management background.

These positions offer attractive salaries with a range of benefits including a generous bonus scheme, company car and excellent prospects for advancement. Full product familiarisation will be provided.
**Send full cv to Wayne Travis, PER, Management Selection Division, Northampton House, 177 Charles Street, Leicester LE1 1LA, or telephone (0533) 551418.**

PER MANAGEMENT SELECTION

## Technical Support Manager

**£Negotiable + car — Manchester area**

Market leader in the supply of specialised condition monitoring and ancillary measuring equipment, this successful member of an international group is further developing its range of preventive maintenance equipment and services to industry. This is an exciting opportunity for a professional Engineer to set up and control a new team to provide technical support to customers and to the company's own sales team. Areas of activity will include supervision of installation, applications engineering, user training and involvement in new product development. Aged 25 plus and minimum HND Mechanical Engineering, you must have practical engineering experience with knowledge of rotating machinery and rolling element bearings. Familiarity with computerised systems will be an advantage and you must be willing to travel extensively and able to communicate confidently at all levels. Excellent rewards and prospects.
**Send full cv to Val Dixon, PER, Lowry House, Marble Street, Manchester M2 3AW.**

## Sales Representatives

**High earnings potential — Nationwide**

Nobody can make earning £30,000 easy. But at least we can make it possible. We won't pretend that selling life assurance is easy. You'll need thorough training by specialists. You'll need to study our plans and policies and know them inside out. You'll also need the self-confidence and ability to turn potential customers into actual customers. Assuming, however, you can handle all this, the rewards are virtually limitless. Last year, a number of our people earned over £30,000 and many others earned £15,000 a year or more. Working for Barclays Life you'll enjoy the freedom and rewards of being your own boss. Planning your own day, setting your own targets and providing your own motivation. But you'll also have the benefits of working for the Barclays group, one of the world's largest financial institutions. Paid holidays, pension plans, health insurance and profit sharing are just a few of these benefits. In all, we believe it's the best package of its type on the market. Just like the policies you'll be selling.
**To find out more about these career opportunities call Brian Pitcher on (01) 534 5544 or send a cv to him at Barclays Life Assurance Co. Ltd, 252 Romford Road, London E7 9JB.**

BARCLAYS

## Successful Retailing

Our clients operate a remarkably wide range of superstores, local stores, specialist outlets and delivery services around the South Coast of England. Their policy is to provide the right merchandise at the right price and to provide it with courtesy and efficiency. So, it is easy to understand why they are seeking particularly talented people.

### Manager - Non-Food Buying

**c£17,500 + car allowance**

*You will be required to conceive and develop overall* strategies in order to merchandise, market and supply specified retail outlets. Through your team of buyers your responsibility will also be to ensure that strict operational and financial performance is achieved. Ideally, aged 30+, with non-food buying experience your market and merchandise knowledge will have been supplemented by impressive leadership and management control with a track record in achieving profit targets.

### Buyers - Non-Food

**Substantial five figure salary**

Working to specified performance targets you will have the flair, imagination and experience in the range, selection and procurement of at least two of the following categories:- hardware, housewares/electrical goods, soft furnishings & fabrics, fashions, cosmetics, stationery, toys, seasonal goods, DIY, gifts and china and glass. Your professional competence, which will have been developed in a multi-store environment, ought to be complemented by a highly customer responsive approach and attitude.

### Warehousing & Distribution Manager

**Substantial five figure salary**

This newly created position, with responsibility for some 40 staff and 20 vehicles needs theoretical and practical experience of delivery and route scheduling. Your working knowledge of modern materials handling systems will be coupled with an interest in the development and implementation of new ideas. Add to this a highly resilient personality and you could be just right for this position.

In addition to the salary an excellent range of benefits are on offer, including staff discounts and relocation expenses where appropriate. So, if you are sure that you can contribute to our clients' promising future, then:
**Write, telling us how you can do so, including full cv to: Bernadette Carr, PER, 62-64 High Street, Southampton S09 2EG.**

## Design Manager

**Stainless Steel Fabrication**

**c£10,000 — Leeds**

Part of a "household name" group, this successful Leeds company is a leader in the production of stainless steel fabrications and pressings for a variety of applications. Leading your own design team, you'll be responsible for the design and development of tools and other production equipment, the identification and installation of new tooling, the preparation and updating of process sequence documentation and assistance with the selection of new plant and equipment. At least HNC level, you must have proven relevant experience involving stainless steel fabrications with the ability to work to tight schedules. An innovative and flexible approach to the introduction of new processes is essential together with the ability to liaise with customers at all levels. Ideal age 28/45. Excellent rewards and prospects. Relocation assistance.
**Contact Selwyn Jones, PER, Pennine House, Russell Street, Leeds LS1 5UF. Tel: (0532) 445131.**

## Chemical Engineer

**Attractive salary — County Durham**

A leading manufacturer of formaldehyde and resins for the wood and particle board industry, has created this key position as part of their management team. Reporting to the Works Manager, you will provide a comprehensive technical service encompassing process design, solving manufacturing problems and QA. Close liaison with clients, HQ engineering and R & D divisions is involved. Candidates aged 25-35, must have a degree/HNC in chemical engineering/chemistry together with several years experience in batch and continuous processes, ideally in a plant investigation department. The post offers an attractive salary + relocation expenses, and the opportunity for career development.
**Phone Syd Raccand, PER Southampton, (0703) 38211.**

## Senior Sales Engineers

**£12,000-£15,000 + bonus + car**

Ceratech Electronics Limited supply custom-designed keyboards from the world's leading keyboard manufacturer, power supplies, VDU's and automatic identification equipment to the OEM distributor market. Due to expansion and acquisition of further agencies, additional Sales Engineers are required to sell the full product range throughout the UK. You should have proven sales ability in the OEM market place supported by a sound engineering background. Experience with the above products would be advantageous but not essential. Rewards include high basic salary commensurate with age and experience plus annual sales-related bonus.
**Please apply in writing to Personnel Manager, Ceratech Electronics Limited, Lenten House, 20 Lenten Street, Alton, Hants GU34 1HG.**

## Operations Manager

**From £13,000 + car — Rochester, Kent**

This privately-owned freight discharge company, dealing with imported cargo, has a growing reputation for total customer service. They require an Operations Manager to control two terminals, responsible for a workforce of 60. First-class communication skills and proven track record in this industry is essential. Excellent career opportunity and negotiable salary, free health plan and contributory pension.
**Send full cv to Nadine Wiltshire, PER, 5 London Road, Maidstone, Kent ME16 8HR.**

## Technical Sales

**Industrial Equipment**

An innovative chemical or mechanical engineer with experience of product development and technical sales is required to seek new markets and develop applications in the pharmaceutical and chemical industries for a range of powder dryers incorporating new technology. The position *involves some overseas travel with opportunities for* initiative, involvement and career development in a growing company presently employing 130 persons. Age 28-32, salary £12,000-£15,000 negotiable plus car.
**Replies in writing to the Managing Director, T K Fielder Ltd, Mayflower Close, Eastleigh, Hants.**

T.K.FIELDER

## Corporate and Banking Sales Representative

**Competitive salary + car — Windsor based**

Black Horse Relocation - part of the Lloyds Bank Group - provides relocation services to a wide range of corporate clients both nationally and internationally. Operating in a rapidly expanding market we require a Sales Representative to present our services at Personnel /Director and Treasury level in addition to interaction with our parent company and its staff to further our business aspirations. The right person will be articulate, numerate and able to present conceptual sales effectively. Prospects are excellent and the remuneration package attractive.
**Send full cv to Stuart Mitchell, Managing Director, Black Horse Relocation, 2 Farm Yard, Windsor, Berks SL4 1TX.**

## Head of Engineering Services

**Hayes, Middlesex**

We require a Senior Engineer to co-ordinate and manage the various engineering services functions within a central site department reporting to the factory Chief Engineer. Aged 25-40 you will have at least an HNC in mechanical or electrical engineering and have a proven record in several of the following disciplines: steam generation, solid fuel handling, piped services, primary effluent treatment, electrical drives, control technology and building maintenance. Additional training will be given as appropriate. If you are interested in furthering your career at the factory which manufactures the country's leading instant coffees, Nescafé and Gold Blend, as well as chocolate products including Milky Bar, then please apply giving full career details including salary to:
**Martin Stanley, Personnel Manager, The Nestlé Company Limited, Nestles Avenue, Hayes, Middlesex UB3 4RF.**

Nestlé

## Production Control Manager

**Central Scotland**

This is a key appointment within the senior management team of a subsidiary of a major international group, engaged in the manufacture of metal products. Reporting to the Works Director you will be responsible for planning and co-ordinating an extremely complex manufacturing operation. By improving production costs and outputs through the development of new control procedures you will make a direct contribution to the success of the company. First class communication and proven management skills will be required to control and motivate the large production and control department and to enable you to develop good working relationships with the company's major customers. Ideally qualified to degree level you must be a skilled organiser and administrator. A background in an engineering or metallurgical industry would be an advantage as would experience of computer applications in production control. In return the appointment offers excellent career prospects within the group and attracts a competitive salary and benefits package including relocation assistance.
**Send full cv to May Millward, PER, 2-3 Queen Street, Edinburgh EH2 1JS.**

CONTROL ENGINEERING — UNILEVER
— Control of Processes, Production Lines
— Production Information Systems
— Flexible Manufacturing
— Computer Integrated Manufacturing

## Process Computing Engineers

Applications are invited from experienced Process Computing Engineers with an interest in the engineering of projects for the control of Unilever processes, and in the expanding scope for advancing control technology and information systems into more comprehensive areas of manufacturing management.

The positions, resulting from career moves, are in the London office of Unilever Engineering which provides a complete consulting, design, project engineering and management service, to Unilever companies throughout the world from offices in London and Rotterdam.

Relevant experience is required in the application of mini and micro computers, and in the specification/design of real-time software, data communication and information systems. Experience with DEC equipment and RSX11/M is desirable, as is a knowledge of measurement and control techniques. Initiative in formulating strategies for process computing/information systems, their costs and benefits for a diverse range of applications is essential.

Positions require a good honours degree in an appropriate discipline and at least 3 years relevant experience, probably in the food, chemical, pharmaceutical or related industries. Preferred age 25-35.

Salaries will reflect the importance of these positions which are based in London; Worldwide travel is a feature and career development could offer transfer/secondment opportunities within or outside the UK. Benefits include 5 weeks holiday per year, free BUPA cover, contributory superannuation scheme and car allowance. Relocation expenses will be paid where appropriate.

*Please write giving concise career details to:-*
**Personnel Services Manager,**
**H.O. Personnel Dept.**
**Unilever UKCR, Unilever House,**
**Blackfriars, London EC4P 4BQ.**
**Quoting Ref. JEP/2.**

In all areas of industry and commerce, in countries throughout the world, the dramatic effects of new technology developments multiply at an ever increasing rate.

Those countries—and those individuals—which learn to harness these technologies *now* will be the ones which ensure their future prosperity.

In Britain, current trends indicate that even by 1988 we will need an additional 7,000 technologists if we are to keep pace with the technology race.

In conjunction with some of the country's leading universities, polytechnics and colleges the Manpower Services Commission has developed a range of high-level training programmes to enable scientists, engineers and technologists to break through frontiers of new technology and grasp new opportunities.

It is for these people that there is now the greatest need in many fields – from medical research and aerospace through computer and electronics companies to light and heavy industries.

So we're making it easy for you to take a course, lasting approximately one year, which will help both your career and your country.

To qualify you must have an appropriate degree or HND/C and have been out of full time education for 2 years. To receive an information pack on our selected high level courses, simply complete and post the coupon.

**MSc/HND COURSES AVAILABLE INCLUDE:**
Advanced Manufacturing Technology, Computer Aided Engineering, Robotics, Telecommunications, Optoelectronics, Information Technology, Polymer Engineering.

To: Richard Tucker, FREEPOST, Sheffield S3 7ZZ.

Please send me the information pack on your selected high level courses. I hold an HNC or above (or equivalent) in a related subject.

Name: _____

Address: _____

_____

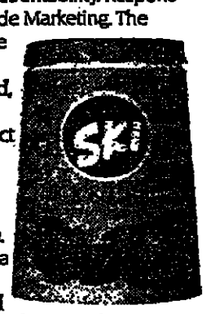
MSC Manpower Services Commission

DT/59

# WE'VE GOT THE RANGE. HAVE YOU GOT THE FIREPOWER?

Our products are best-sellers. Our expansion plans are on target. If you're an ambitious Marketing professional, this is your chance to be part of our success.

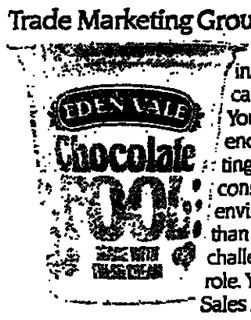
We can offer you: Accountability. Responsibility. Autonomy – in Trade Marketing. The chance to deal with some of the biggest names in the grocery business. And, of course, the rewards and prospects you'd expect from a company that's committed to success.



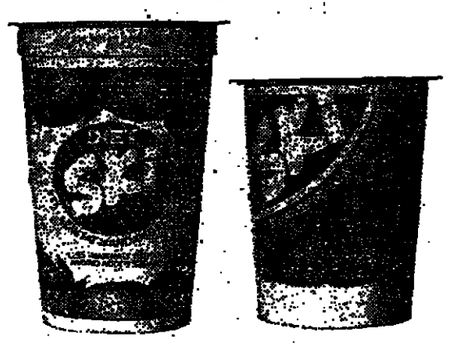

Naturally, our standards are high – but then, trade marketing is hardly a soft option. Rather, it's a challenging, dynamic and competitive environment where results count.

If you're ready for the most important move of your career, take a look at the brief job outlines below. They'll give you an idea of how we're strengthening our Trade Marketing team – and where you'd fit in.

## Trade Marketing Group Manager



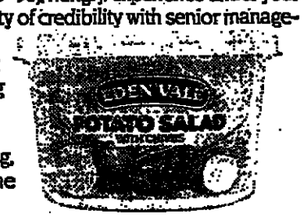

For you, marketing's not so much a career as a way of life. You're talented, experienced, already operating at senior level in a consumer marketing environment – and more than ready to take on the challenge of this crucial role. You will report to the Sales Director and head a group responsible for the profitable management of our business through a number of £multi-million customers. We expect you to have a sound analytical background, good man-management



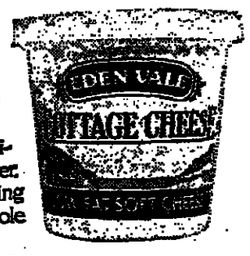

and communication skills. We're offering a lot of responsibility – and a lot in return, including an executive car and BUPA. Age? 28-35. Salary? It's highly competitive and reflects the importance of this position.

## Trade Marketing Account Manager

Young (25-30), hungry, experience under your belt and plenty of credibility with senior management? Then take a look at the preceding job outline – that's where you're heading, if you make the grade in successfully managing one of our £multi-million customers.

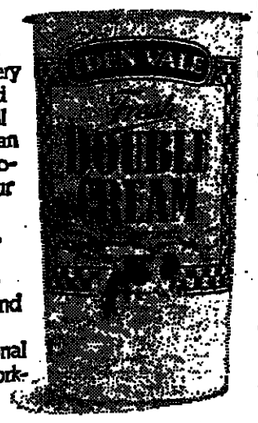



A good analytical background (perhaps gained in an agency) will stand you in good stead, as will an imaginative, creative approach to problem solving: if this is supported by sales experience, so much the better, but we'll provide training where necessary. The role will extend you – the salary/benefits package will be a match.



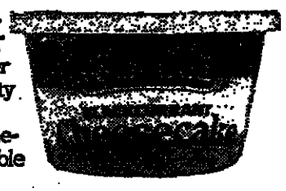

## Van Sales Marketing Manager

Right now, our van sales turnover exceeds £50 million and is an important part of our operation. You, in this new post, are the catalyst for significant expansion. Using your fmcg/grocery marketing background to full advantage, you'll conceive and control an increasing range of products in addition to our major brand leaders, recommend fleet size, implement your own ideas on price experimentation, and spot and exploit opportunities. Reporting to the National Sales Manager and working with/through the Regional Sales Managers, you'll have the full backing of our headquarters organisation. We see you as a numerate, articulate graduate in your late 20's – you'll see rewards (including a car and BUPA) and prospects commensurate with your achievements.




## Trade Marketing Project Manager

As a young Marketeer (early 20's), this is a major step on the career ladder for someone who can conceive, research and present new products and packages, and, through careful monitoring, is capable of formulating 'own label' forecasts in order to improve quality and profitability. This requires someone who is capable of dealing at all levels – both internally and externally – in order to maximise effective policy direction and enhance our sales and service levels. An up-to-date awareness of marketing trends is essential.



EDEN VALE

If you're confident that you can meet our high demands, we'd like to hear from you. Please send your full c.v. to Paul Moody, Eden Vale, Victoria Road, South Ruislip HA4 0H4 or telephone the Personnel Department for an application form on 01-845 2345 ext. 3183/3556.

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# Electrical Engineer

**West Africa** **c £30,000**

Our client is a major British company with extensive UK and overseas interests in the soap/cosmetic and domestic appliance industries.

The Engineer will control a number of electrical installation and commissioning projects associated with continuing investment in new manufacturing plant and the upgrading of existing facilities.

Applicants aged 28 - 45 should be educated to HNC (Electrical) Level. Experience should include the installation of power supplies to 11KV. A good working knowledge of pyrotenax and the ability to control local contractors is essential. Previous overseas experience is desirable.

REWARDS: Salary is for discussion and will be equivalent to c £30,000. Excellent expatriate benefits are available.

**Applicants please write or telephone in confidence.** Ref: 991

Hales & Hindmarsh Associates Ltd., Century House, Jewry Street, Winchester, Hampshire. ☎ (0962) 62253
Search and Selection

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**MONARFLEX LIMITED**
**LYON WAY ST. ALBANS HERTS AL4 0LQ**

Monarflex, manufacturers of a range of roofing and building products, require the following personnel due to further expansion:—

## Technical Sales Representative

SOUTH EAST

As Technical Sales Representative you will be part of a team dealing with architects and specifiers. Experience of selling at this level will therefore be required. This progressive expanding company will give you freedom to use your initiative to produce positive results. Age 25-35.

## Commercial Sales Representative

NORTH LONDON

Additional Commercial Sales Representative required to sell building products to B.M's/construction industry, age 22-35. Preferably building industry orientated.

## Contract Sales Engineer

Due to expansion within our Geomembranes Division, we require a contract sales engineer to visit contractors, consulting engineers etc. The position would ideally suit someone in their early 20s with qualifications in a construction or civil engineering discipline. Sales experience whilst useful not essential. All these posts command substantial negotiable salaries and usual benefits, including company car.

Please apply in writing, enclosing full CV. to Mrs M. English at the above address, 0727 38116.

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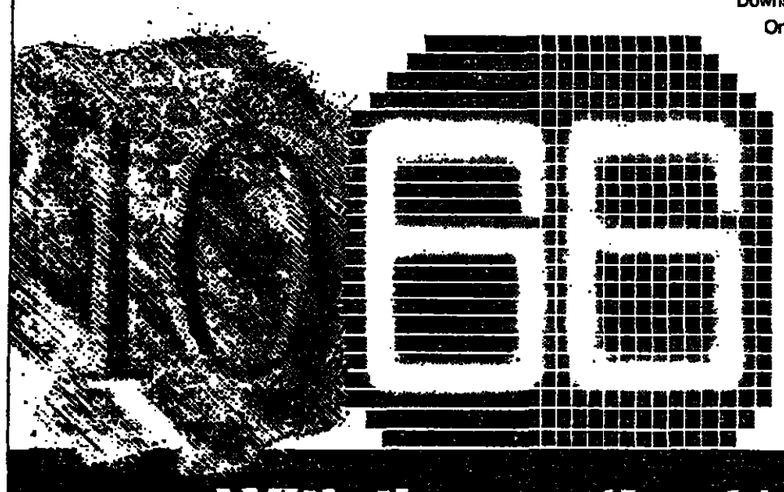
# YOUNG ELECTRONICS & SOFTWARE ENGINEERS

## Combine your High Tech Career...

You are an ambitious young professional of graduate level. You already have some useful experience under your belt in one or more of the following:

• HARDWARE • SOFTWARE • SYSTEMS

You want to rediscover the professional excitement and real opportunities for job satisfaction your present job lacks. Computing Devices has the answer.



First there's the technology. We are world leaders in the application of microprocessors to advanced airborne stores management systems, and we are under contract to deliver the world's first real-time reconnaissance system which signals the only really major advance in this field in the past 70 years. So it won't surprise you to know that we have a full order book and a great future.

Then there's the 1066 Country itself. Places not to be missed read like a role of honour . . . By the time you've seen Battle Abbey, The Royal Pavilion, famous castles and houses, some of the Sussex coast and the South Downs, you've just started to scratch the surface.

On weekdays, you will immediately notice the Computing Devices difference. Answers in minutes not days. Colleagues who walk over instead of sending memos. Individual contributions that get recognised. Open doors. Involvement.

High reliability and high speed hardware and software design is our business, using industry standard 8 and 16-bit microprocessors. The software languages are CORAL 66, Assembler and we are currently using ADA.

We pay well, the benefits package is attractive and you will be pleasantly surprised by house prices in East Sussex.

Please telephone or write for an application form, brochure and information or, in the first instance, write with full CV to: Nigel Perks, Computing Devices Company Limited, Castleham Road, St. Leonards on Sea, East Sussex TN38 7NJ. Tel: (0424) 53482.

COMPUTING DEVICES CONTROL DATA

**...With the magic of 1066 country**

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# Computer Sales & Marketing Management Opportunities in New Zealand

**Outstanding Income Package Plus Relocation**

Our client, one of the major world suppliers of computer equipment and associated software solutions, with a strong support operation, invites applications from successful Sales Managers and top Sales Executives for the following positions:

## Divisional Managers...Branch Managers...Sales Managers

The New Zealand company is experiencing outstanding growth in orders and revenue with exceptional profit increases. Year to date figures are above forecast. They plan to sustain and expand their market penetration into commercial, industrial, financial and government sectors.

A background of successful selling in the computer industry is essential, together with the additional qualities of dedication, drive, ambition and self-motivation. Candidates need not currently be in managerial positions since promotion prospects are excellent. However, we are particularly looking for achievers with the potential to be developed to chief executive level.

This is an opportunity for promotion in an environment that is the envy of the rest of the world. You will easily fall in love with New Zealand and its people. If you are a family man your wife and children will love it too – good climate, outdoor life, exceptional facilities for sport and recreation, plus many other attractions.

You will be paid very competitively within the New Zealand market with very aggressive incentive programmes plus a company car and other benefits. Financial assistance with relocation and initial accommodation will also be provided.

*For further details please telephone Richard Lloyd on Reading (0734) 509151 (ansaphone service outside office hours) Kirby Professional Recruitment Ltd., 24-26 Queens Road, Reading, Berks. RG1 4AU.*

**Kirby Professional**
SUCCESS THROUGH RESULTS

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# Commercial Contract Administration

**To support an international sales force selling high technology medium value capital equipment**

S England **£13,500+car**

Our client is a rapidly growing international organisation marketing high quality electronics based equipment to professional users.

In this role you would control a group responsible for analysing and processing all orders to ensure that the contractual terms are commercially and practically realistic, and translating those terms into the necessary tasks to be undertaken by other functions in the organisation. In meeting the first of these objectives you will need to work closely with both sales management and the finance function and on occasions the legal department.

To ensure that the company's agreed obligations are met you will delegate and co-ordinate the various separate tasks that make up the total contract. This will involve close liaison with departments such as logistics, quality, shipping and training.

This appointment calls for someone with exceptional organisational abilities with an adaptable and flexible approach who can work constructively with many different functional areas. Previous experience should have been gained in an international environment in a high tech field through a sales and commercial support role. The preferred age range is 30 to 40.

Our client provides an excellent range of fringe benefits including relocation assistance and future career prospects in a growing organisation are good.

Applicants of either sex should apply in confidence to Michael Johnson on (0962) 53319 (24 hour service) or write to Johnson Wilson & Partners, Clarendon House, Hyde Street, Winchester, Hampshire SO23 7DX quoting ref 596.

**Johnson Wilson & Partners**
Management Recruitment Consultants

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# Specialist Offshore Engineering-London

**Come and join the team that amazed even Neptune, with its technological achievements in the world's oceans.**

**MECHANICAL ENGINEERS** – BALLAST CONTROL AND HYDRAULIC SYSTEMS.
**STRUCTURAL ENGINEERS** – JACKETS - SUPERVISION, DESIGN, ANALYSIS.
**NAVAL ARCHITECTS** – LOADOUT, TOW, LAUNCH, UPENDING, MATING.
**QUALITY ASSURANCE ENGINEER** – PROCEDURES.
**METALLURGIST** – HEAVY FABRICATION + NDT.
**PLANNING/COST ENGINEERS.**

Our client a leading offshore design company urgently requires the staff engineers listed above to be assigned to current offshore projects. These appointments, London based, occur as a result of continued successful contract awards. Applicants should be qualified to BSc level or equivalent. Senior positions require C.Eng or a higher degree. A minimum of 3/5 years offshore industry related experience is essential. Excellent salary packages are offered plus paid overtime. Cars provided for principal and some senior positions. First class relocation package given where applicable.

CESCO

For complete details ring John Pratt 02302 5301 or send full cv to:
CONSTRUCTION ENGINEERING SERVICES CO., Search & Recruitment Specialists, The Briars, Bromham Park, Bromham, Beds MK43 8HH.

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# Medical Representatives

**FIRST CLASS OPPORTUNITIES WITH A FIRST CLASS COMPANY**

THE BOOTS COMPANY PLC

Few pharmaceutical companies inspire the confidence and respect enjoyed by our client The Boots Company PLC. As recognised leaders and innovators they regard the medical representative as a key figure in introducing their prescription products to the medical and allied professions.

Selling to the medical profession is a demanding and challenging role requiring determination, scientific knowledge and communication skills of the highest order. Our client sets high standards in personal skills and ethics. An excellent comprehensive training programme is designed to meet these objectives. Promotion and career development prospects are excellent as you would expect in a UK based international company.

Opportunities currently exist for trainee or experienced representatives in the following areas: –

| | | |
|---|---|---|
| LEEDS/HARROGATE/RIPON | BRISTOL/SWINDON | DARTFORD/ORPINGTON/JERSEY |
| S. MANCHESTER | BRISTOL/SOMERSET | W. LONDON/SLOUGH |
| COVENTRY/S. WARKS (STRATFORD) | MID SUSSEX/N. SURREY | PONTYPOOL/BRIDGEND/VALLEYS |

Applicants wishing to begin a career in medical sales should have a minimum of 2 'A' levels or have a nursing or paramedical background, at least one year's work experience and be over 23.

Experienced medical representatives should be under 35 and be able to demonstrate a successful career to date.

Rewards include a good salary, generous out-of-pocket expenses, incentive payments, profit earning bonus plus a 1600 cc car with no charge for private use and substantial discount on the wide range of goods in Boots stores.

Candidates should be prepared to reside on the territory, relocation assistance is available if appropriate.

For an early local interview telephone 01-222 1547/6334.

Ross Warren Recruitment

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Billiton UK Ltd, part of a major international group, has extensive involvement in the non-ferrous metals industry, both manufacturing and marketing, throughout the U.K. We require a

## Commercial Manager c£12,000+car

for our BLM North plant, at St. Helens, Merseyside.

For this important post we need someone with sound business judgement and considerable sales and management experience, ideally with a knowledge of a related industry.

The basic responsibility is the overall direction of the Commercial Department's sales and buying activities. You will personally handle large national accounts, supervise export enquiries, plan and set objectives within company parameters, and ensure sales targets are met.

BLM North covers an area from the Midlands to Scotland.

Lead sheet and pipe are our main commodities with the majority of sales to Builders Merchants.

Benefits include BUPA, Pension Scheme and 25 days holiday.

Please apply now to:
Barry Earl, Personnel Manager,
Billiton UK Ltd.,
3 Lincoln's Inn Fields, London WC2A 3AA.

Billiton

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# Operations Director

**LEAMINGTON SPA**
**c£23,000 + Bonus + Executive Car**

Due to an internal promotion, Cartransport, one of the country's leading car delivery companies, and a member of the employee-owned National Freight Consortium, seeks an Operations Director.

Reporting to the Managing Director, the successful applicant will be required to accept all major trading responsibilities for the management of the car delivery product, including engineering and personnel.

We are looking for a distribution professional with at least five years experience in operating at senior management level, and who will be able to demonstrate a successful track record.

Cartransport serves some of the most prestigious car manufacturers and importers in the UK, and operates in a high service level environment.

The company also operates in a strong Trades Union environment so experience in industrial relations and man management is essential.

The successful applicant will also regard team leadership as being second-nature to a personality that possesses good communication skills and a strong commitment to achieving objectives.

The position will carry a salary of *circa* £23,000 and enjoys the conditions of service applicable to senior staff in the NFC.

Please write enclosing a full c.v., or telephone for an application form to:
Mr. P. L. Cook, Personnel Manager, Cartransport Ltd., Blackburn House, 1 Warwick Street, Leamington Spa CV32 4LW. Tel: (0926) 30321. Telex: 31405

cartransport
A Member Company of the NFC

هكذا من الاصل

CONSTRUCTION INDUSTRY

Our client, a leading construction company in the thermal insulation sector, requires a Financial Accountant for its Head Office accounting function.

# Financial Accountant

**c. £15,000** **North London**

**Age: 27-35 years**

Reporting to the Financial Controller you will already have demonstrated your ability to master the fundamental skills of a demanding business, preferably in the contracting field.

You will also have the ability to:

- ★ Prepare, consolidate and interpret monthly management accounts to tight deadlines.
- ★ Assist in the finalisation of company statutory accounts for the half-year and year end.
- ★ Prepare taxation schedules and liaise with Auditors.
- ★ Assist with the preparation of budgets and business plans.

This position offers excellent opportunities for advancement plus a highly attractive remunerative package, including five weeks' holiday, contributory pension scheme and, for suitable candidates a substantial relocation package is available.

Please reply in complete confidence enclosing a full curriculum vitae naming concerns to whom your application should not be forwarded to:

Gordon F. Vivian, Executive Director (Ref: 17/DT)

***Richard Johnson Associates***

*MAM House, 24/25 New Bond Street, London W1Y 9HD*

# ENGINEERING MANAGER

**CIRCA £15,000 + CAR**

Carters Gold Medal Soft Drinks Limited, a leading independent bottler of soft drinks based in the Midlands, wishes to appoint an Engineering Manager. Reporting to the Factory Manager, he/she will lead a team responsible for the maintenance of a number of bottling lines and ancillary equipment, running 2 shifts and organising 3 shifts at peak periods.

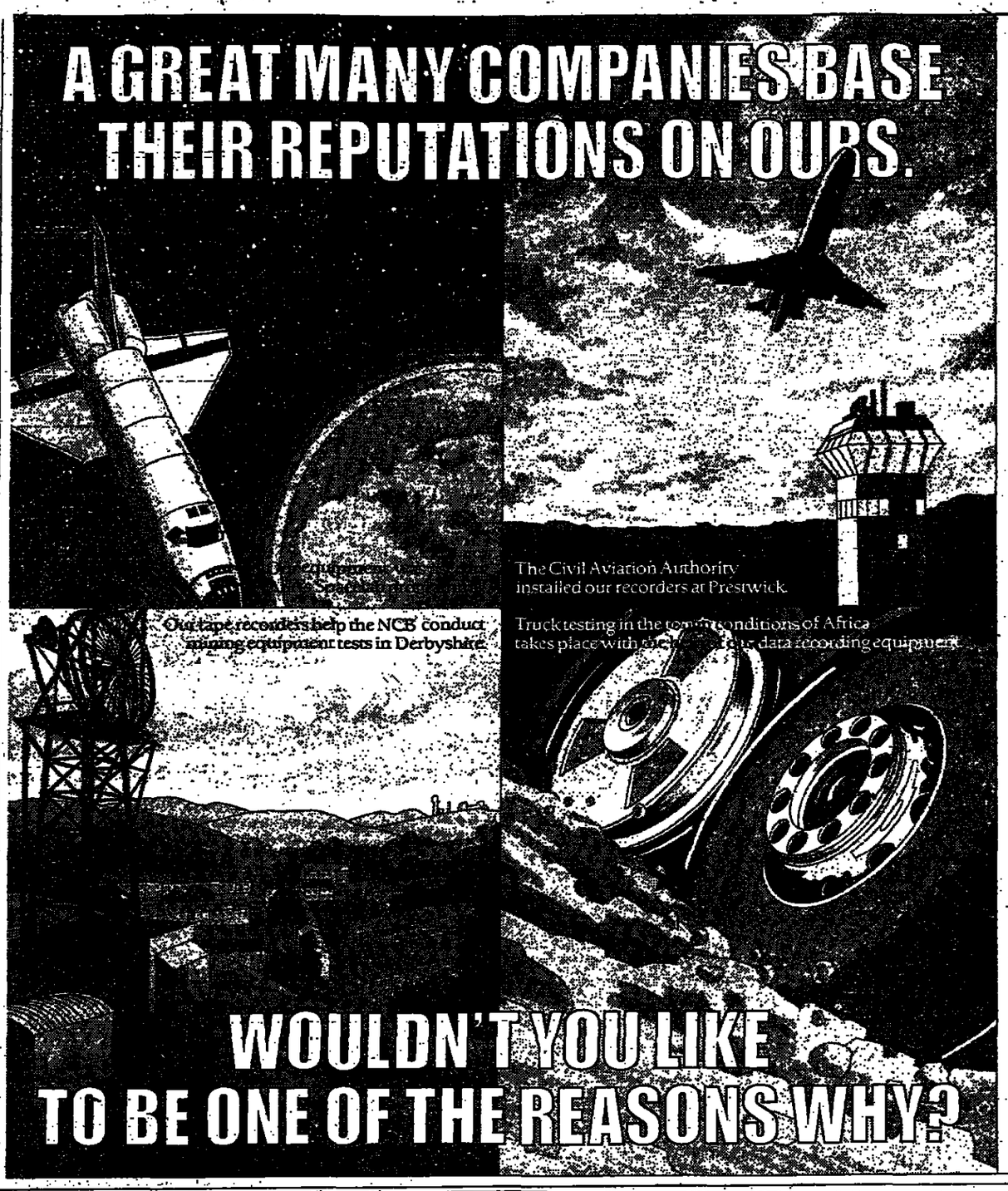
Aged 50+, the successful applicant will be a suitably qualified engineer, preferably with an electrical background and with experience of high speed production gained in the food or allied industries.

The position will suit a person who relishes a challenge in a very demanding and innovative environment—plans are well advanced for the development of a new factory.

A very attractive employment package is offered commensurate with the importance of this senior position. Written applications, including full C.V., to:

Miss G. Baldwin,
Carters Gold Medal
Soft Drinks Limited,
366 Tamworth Road,
Sawley, Long Eaton,
Nottingham NG10 3AW.

# A GREAT MANY COMPANIES BASE THEIR REPUTATIONS ON OURS.




# WOULDN'T YOU LIKE TO BE ONE OF THE REASONS WHY?

Without our highly advanced data recording instrumentation, some of the most famous companies in the world wouldn't be able to operate at peak efficiency.

They depend on us to maintain the very highest standards of quality. We've done so with notable success which is evidenced by a 300% increase in turnover during the last three years.

Now, the continuing expansion of our test and production base in Frimley, Surrey, means that the following outstanding career opportunities exist for ambitious engineering professionals whose standards are second-to-none.

Because, after all, when our customers rely on our equipment, who they're really relying on, is you.

CHIEF PRODUCTION ENGINEER

To manage the production engineering department team, where priority is being given to cost reduction and investment programmes. Ideally degree level with MIPE. Production engineering experience in a related industry is essential. Ref: 543/1.

SENIOR PRODUCTION ENGINEER

Engineering supervision of electro-mechanical computer peripherals including design of production tooling, assembly aids, instructions and shopfloor layouts. HNC backed by a 4 year apprenticeship minimum. MIPE would be preferred. Ref: 543/2.

SENIOR ENGINEERS (Technical Support)

Specifying, designing and supervising the building of special test equipment, with responsibility for either digital or analogue tape products. Good diagnostic skills and ability to troubleshoot design faults essential. A degree in electronics engineering should be backed by 2/3 years' relevant experience. Ref: 546/1.

PRODUCTION PLANNING MANAGER

To head-up planning, progress and stores functions on site. Man-management skills and thorough understanding of production planning techniques, especially computerised materials system such as MRP, essential. Probably educated to degree level you must have similar experience in an electronics environment. Ref: 552.

MATERIALS ENGINEERS (QA)

Liaising with engineers, production staff and suppliers, you will administer quality control, principally on suppliers premises. Identification of materials problems and documentation is also required. Experience of precision mechanical engineering in high-tech environment essential; electrical knowledge also useful. Ref: 548.

WORK STUDY ENGINEER

To instigate a thorough programme of work studies, implementing and maintaining systems as used on DPPBR and other incentive schemes. Also compilation and validation of data and submission of final reports. Some knowledge of computers, plus 1-2 years' experience in a similar role needed. You will possess MTM 2 and IMS membership. Ref: 544.

At THORN EMI Datatech, you'll be part of one of the most innovative high-technology operations in the UK with an outstanding international reputation.

You will be rewarded with salaries that are highly competitive, according to age, experience and the seniority of each position, as well as a comprehensive package of generous large company benefits, including relocation assistance where appropriate.

For further information please phone Mrs Christine Jalili on Camberley (0276) 63401, or alternatively write to her enclosing full career details at THORN EMI Datatech, Lyon Way, Frimley Road, Camberley, Surrey GU16 5ET. Please quote appropriate reference.

**THORN EMI Datatech**

# PRODUCTION MANAGER

**HAMPSHIRE** **C. £15,000**

Portals Limited is the world's leading manufacturer of banknote paper with a tradition of papermaking in Hampshire which extends beyond 250 years, and with exports to 110 countries. In order to maintain our position and to meet additional demands from the market place, we have undertaken a series of major investments in new plant and machinery.

As part of this process, we have completed a total renovation of our finishing operation, which employs 250 men and women on both shift and day work.

Due to internal promotion, an outstanding opportunity has now arisen to manage this vital element of our production process.

Aged 30–45, applicants should preferably be educated to degree level with successful experience of managing people within any industry in which large workforces are employed. Other requirements are determination to meet customer quality standards, and the ability to manage a production process both by achieving demanding throughput targets and also by introducing changes to improve productivity.

Further to the salary package, which is negotiable for the right person, we offer comprehensive benefits, including assistance with travel to and from work, family BUPA cover and a permanent health insurance scheme, together with relocation expenses where appropriate.

Applicants should apply by either writing or telephoning for an application form to:–

Tony Ridley, Personnel Manager
Tel: Basingstoke (0256) 770 770.

**Portals Ltd.** Portals Limited, Overton, Basingstoke, Hampshire, RG25 3JG.

# AMBITIOUS CAREER MINDED PRODUCT ENGINEERS

**(SOUTH AND MIDLAND REGIONS)**

are required for this young, rapidly expanding U.K. subsidiary of a multinational engineering group head quartered in Germany.

Reporting to the Group Manager, the prime responsibility is to identify and develop business opportunities with existing and new customers within the overall strategic framework established by the company.

Freudenberg Simrit manufactures a broad and highly sophisticated product range, including sealing devices, diaphragms, P T F E products and engineering plastics, within a worldwide manufacturing system.

The positions will suit time served engineers, qualified to H N C, possessing a strong commercial awareness and able to negotiate effectively at all levels.

The successful applicants will be expected to progress to Field Sales Manager level or above. Candidates should write, in confidence, enclosing a detailed c.v. and salary history to:

V. E. MOOREY, MANAGER,
ROTARY APPLICATIONS,
FREUDENBERG SIMRIT LTD.,
LUTTERWORTH, LEICS. LE17 4DU.
(A Carl Freudenberg Company)

# Technical Sales Engineers

**NE and NW England**

Craig Alford Limited supplies high technology gas cutting and welding equipment to the engineering/fabrication industry.

We are looking for two sales engineers to strengthen our sales team and further exploit the superiority of our products and thereby play a significant role in the growth of the business.

To qualify, you should have a successful record in selling industrial products of a similar nature.

We will negotiate a basic salary commensurate with your ability and the benefits package includes a suitable car and commission structure.

Please write enclosing a cv to Peter Wilson, Group Personnel Controller, Aurora plc, Aurora House, 61 Manchester Road, Sheffield S10 5DY.

**Craig Alford Limited**
An Aurora Company

# Engineers

## for Design, Development and Production

*Increased worldwide demand for Rolls-Royce and Bentley motor cars, allied to our commitment to major projects which will have significant impact on motor vehicle engineering, means that we now require the following additional staff:*

**DESIGNERS for:**

SUSPENSION & DRIVELINE SYSTEMS
BODYSHELL HARDWARE/INTERIOR TRIM
AUTOMOBILE ELECTRICS
*POWER TRAIN (INCL. ENGINE DESIGN)*

**DEVELOPMENT ENGINEERS for:**

BODYSHELL HARDWARE/ INTERIOR TRIM
AUTOMOBILE ELECTRICS (LIGHTING & INSTRUMENTATION)

**QUALITY ENGINEERS**

Vital to maintaining our reputation for quality and reliability. Quality Engineering provides a technical interface between product engineering, manufacturing and service.

All the above posts demand degree/HND level Engineers with appropriate experience.

**PRODUCTION & PLANNING ENGINEERS**

**JIG & TOOL DESIGNERS**

Qualified to HNC; ONC; C&G Level in Mechanical or Production Engineering, having served a recognised apprenticeship with several years' appropriate experience.

Salaries will be very competitive in a range dependent on qualifications and experience. Benefits include preferential car purchase scheme, extensive sports, social and excellent subsidised dining facilities as well as 33 days' holiday, a 4½ day working week, pension and sick pay schemes. We are pleasantly located in rural South Cheshire, with its attractively priced housing. Relocation assistance will be provided as applicable.

**Male or female applicants please write or telephone for an information pack, or clip out the coupon and send it to Derek Roberts, Staff Personnel Officer, Rolls-Royce Motors Limited, Crewe CW1 3PL. Tel: 0270 255155 Ext. 3306.**

*We are an equal opportunity employer.*

NAME _____
ADDRESS _____
_____
_____ TEL NO. _____
Ref: DT

ROLLS ROYCE

# Police and Court Building Services

## A wide-ranging engineering challenge

This is an opportunity to join the team responsible for the whole range of electrical and mechanical engineering services in all types of police buildings. You will be involved in projects from conception to completion, working alongside building professionals of other disciplines. The work will specifically involve design responsibility for 'in-house' projects; liaison with clients and professional departments on design requirements and the management of direct contracts and sub-contractors.

You must have a degree in mechanical, electrical or building services engineering or have passed the Engineering Council's Part 2 examination in appropriate subjects or have an equivalent or higher qualification. You must also have an aggregate of at least 5 years recognised study, professional training and experience. In addition you should have a good knowledge of electrical and mechanical services in police and court buildings and a background knowledge of police operational procedures would be advantageous.

Salary: £7760—£10,165 with starting salary according to qualifications and experience. £1300 higher in London.

RELOCATION EXPENSES MAY BE AVAILABLE

For further details and an application form (to be returned by 24 May 1985) write to Civil Service Commission, Alencon Link, Basingstoke, Hants, RG21 1JB, or telephone Basingstoke (0256) 468551 (answering service operates outside office hours). **Please quote ref: T(F)85.**

Metropolitan Police Office

**An equal opportunity employer**

# Is Manufacturing Management in computer based systems your next step?

Could you step up to Manufacturing Management after leading a small team engaged on the prototype *build of the UK's most exciting advanced computer based vision project?*

Our client, a world leader in image analysis equipment, is establishing a new venture company. As part of the core team an experienced electrical/electronics engineer is required with knowledge of manufacturing methods and disciplines in the computer hardware field. Responsibility will be for the prototype machine build program, supervision of testing activities and the maintenance of quality assurance.

You should be qualified to HNC/degree level. You will also have had several years experience in computer based systems manufacture, including procurement. Potential to establish and take control of the total production function, once the final design standard has been agreed, is essential.

*An excellent five figure package plus benefits is negotiable. The location is North West. Applicants should write with full C.V. quoting ref: AR/066, March Personnel Services, 33 King Street, Manchester, M2 6AA.*

**MARCH** PERSONNEL SERVICES

# Hoggett Bowers

*Executive Search and Selection Consultants*

*BIRMINGHAM, CARDIFF, GLASGOW, LEEDS, LONDON, MANCHESTER, NEWCASTLE, SHEFFIELD and WINDSOR*

## *Marketing Manager – New Products*

***Thames Valley,***
***c £14,000 + Quality Car***

This well established and profitable public company, with annual turnover in excess of £80m, manufactures and markets a range of dairy and grocery products independently and through retail multiples. In support of growth plans for new products an experienced marketeer is required to identify market/product opportunities, and develop profitable new lines.

Responsibilities include feasibility studies, promotional design and close technical liaison with production management and major clients. Candidates aged 25 – 35, ideally degree qualified in food technology, must have at least 2 years sales/marketing experience gained within an fmcg food company.

Communication skills and an innovative attitude to marketing are vital. Career prospects are excellent and relocation assistance is provided.

*D.J. Kingston, Ref: 16064/DT.* Male or female candidates should telephone in confidence for a Personal History Form 07535 50851, *36 High Street, Eton, WINDSOR, SL4 6BD.*

# Design, development & applied research

## Wherever you've gained your experience there's no better place to develop it than the aerospace components industry.

**Electrical/Electronic**

Generator Design
Systems
Analog/Digital Design
Microprocessor Design
Electronic Packaging
Control Systems
Electro Magnetics

**Mechanical**

High Speed Turbos
Advanced Power
Propulsion
Thermal Management
Fluid Pumping
Stress/Dynamics

## USA to £40,000 p.a.

Firmly established in the forefront of America's aerospace industry, our client's products are used on virtually every military and commercial jet aircraft in the free world. With the space programme also relying on its products, they truly are a world leader in the design and development of a broad range of aerospace components and systems.

To maintain this pre-eminent position, they now wish to recruit some of the best engineering talent in the UK. To qualify, you should possess a degree level qualification and at least three years' relevant experience, ideally gained in integrating components and systems into mechanical or electrical/electronics systems.

Besides having the opportunity to design and develop the aerospace components of the future, this is a wonderful chance for you to build a completely new life in the Midwest of America. The location of our client's facility is superb. They are close to the second largest city in Illinois which still retains all the charms of a small town, with numerous theatres, parks, excellent schools and plenty of clean, fresh air. In addition to salaries of up to £40,000 the benefits package includes health care, disability and life assurance, pension, further education assistance and complete relocation expenses. Also all the necessary visa and travel arrangements for you and your family will be handled by our very experienced staff.

Contact us right now and we will send you an application form and a comprehensive information pack, telling you more about this outstanding opportunity. Write to G. Day, Moxon Dolphin & Kerby Ltd., 178-202 Great Portland Street, London WIN 5TB, quoting ref: 3198.

MOXON DOLPHIN & KERBY LTD
International Search & Selection

★ ★ ★

# UNDERWRITING IN THE CITY

## The Prudential strengthens its front-line force.

The Prudential is determined to stay ahead of a changing and hardening market. We are confronting this challenge by strengthening our City underwriting teams. Essentially, we are looking for ambitious professionals with proven underwriting or broking experience – decision makers who really can command the respect of leading brokers and clients alike.

All these roles offer attractive starting salaries together with a benefits package that includes mortgage subsidy (from age 21 and over), non-contributory pension scheme and active sports and social facilities. Career development prospects in these pure underwriting roles really are second-to-none.

### Senior Motor Underwriter

Fleet Risks c.£15.5K

For someone aged 25-30 with sound experience in fleet risks coupled with management potential, this could be a first supervisory role. You would be leading the busy motor underwriting team.

Management promotion in our City office or regional control at our Holborn Head Office are genuine possibilities for the future.

### Underwriters

Liability, or Contingency/Accident c.£12.5K

A chance for young specialists – probably in their early 20's – to join small teams within our large underwriting department. If you thrive on pressure and plenty of broker contact, the management prospects in this high profile role are exceptional.

### Assistant Underwriter

c.£10K

For someone with basic underwriting skills who has made some progress towards CII qualifications, this position offers plenty of scope and freedom from admin!

The next few years are packed with exciting possibilities for the Prudential. It's up to us – and you – to seize the initiative and turn it to advantage. Are you ready to make a decisive career move?

To talk further contact Elaine Kent, Personnel Officer on 01-405 9222 ext 6285. Alternatively, send her details of your career to date at: Prudential Assurance Co. Limited, 142 Holborn Bars, London EC1N 2NH.

Prudential

# Four key new opportunities with a leader in the field of Furniture systems

Our client, a London based manufacturer of systems office furniture with a healthy forward order book, is currently engaged in a development programme aimed at further strengthening its market penetration. Part of this programme includes the development of a new manufacturing facility and sales office.

It is now seeking to strengthen the management team by making appointments in the following key areas:—

### Quality Control/Raw Materials Manager
to c £16K

Your initial task will be to set up a quality control function covering both raw materials and finished products. You will have total responsibility for setting and maintaining all quality standards, selecting raw materials and recommending stock levels.

Key to this role is your in-depth experience of wood including veneers, hardwoods and chip board. Of particular importance is previous experience of buying veneers. (Ref: 152)

### Plant Engineer
to c £16K

You will be responsible for the co-ordination and control of all the Maintenance Department's activities across a wide range of equipment. This will include meeting financial and time constraints and maintaining quality standards.

You will need to hold a formal engineering qualification coupled with the experience required to be the company's advisor on new machinery purchases, and will initially be responsible for liaising with all parties involved in the commissioning of the company's new factory. (Ref: 154)

### Production Control Manager
to c £14K

Following the introduction of a new computerised production control system – for which you will be responsible – your responsibilities will embrace all aspects of controlling the flow of work through the factory and the achievement of maximum performance in order to meet production targets. Your role will also embrace the setting of manning and materials levels in order to achieve the company's planned requirements.

Ideally qualaified to HNC with a background in production or mechanical engineering you should have a minimum of 3 years practical experience of production control within a manufacturing or assembley environment. An exposure to computerised systems is essential. (Ref: 153)

### Production Supervisor
to c £14K

To be responsible for the supervision and co-ordination of all functions within the various production departments, establishing an information base covering production costs both in terms of materials and labour.

You should have a minimum of 5 years relevant experience within the furniture or a similar industry with a strong bias towards administration. Of particular importance is your ability to communicate effectively both orally and in writing. (Ref: 155)

In all cases these positions offer the opportunity to develop your career with a company totally dedicated to further expansion. In addition to the salary there are a full range of fringe benefits including relocation assistance in appropriate cases.

For further information and an informal confidential discussion please phone Newbury (0635) 48709 quoting the appropriate reference number.

Larkfield Associates
Personnel Consultants
Mill Reef House, 9-14 Cheap Street,
Newbury RG14 5DD

# Managers for a Major High Street Service Network

## In 12 months, you'll be years ahead

The next year could be the most important 12 months in your career. You could be undertaking intensive and wide-ranging training with a company that has become a by-word for innovation in the highly competitive world of the high street. You could learn how and why they have a dramatically expanding range of products, and the skills that will enable you to help that expansion continue. You'd be learning how to take on the responsibilities of managing a network of outlets, reaching sales and service targets, motivating management and staff, playing a key role as part of the management team.

It will put you years ahead of the competition. You'll be facing an extremely stimulating future, where further career growth will be expected. You will earn an excellent salary, likely to attract those currently earning c£9,000 pa, with a package of big company benefits. And you'll have constant variety and interest, and a fair amount of hard graft.

You need to bring a sales oriented outlook to the training, probably gained in a retail or service industry background where dealing with the public has been important. You should be confident of dealing with people and understanding how to get the best from them. You could be aged from 25 through to 45. You should hold a current driving licence.

Please send brief CV and details of current salary, quoting Ref: DT/847, and listing any companies to whom you do not want your details forwarded, to: Rosemary Shanahan,

Riley Advertising (Southern) Limited,
Old Court House, Old Court Place,
Kensington,
London W8 4PD.

Riley

ABERDEEN BIRMINGHAM BRISTOL EDINBURGH GLASGOW LIVERPOOL
LONDON MANCHESTER NEWCASTLE NOTTINGHAM PERTH

Confidential Reply Service
A member of the Rex Stewart Group

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THEATRE / Follies

# The good old times revisited

A SHOW of legendary complexity and expense, Broadway's "Follies" of 1971 is receiving its European professional premiere at the remarkable Forum Wythenshawe, in a full-scale production which does credit to Manchester's Library Theatre, the presenters.

Although shorn of Michael Bennett's original choreography and Harold Prince's elaborate staging, the musical glories in a score and lyrics by Stephen Sondheim and these are as witty and tuneful as any he has written.

And as thoughtful and bitter. Written in the same year as Pinter's nostalgic "Old Times" (Haymarket). "Follies" is also about old times, and also has the ghosts of the characters when young appearing beside their present selves to mix memory with desire and stir dull roots with spring rain.

It centres on a sad-happy reunion party held in a plush New York theatre where once the Ziegfeld Follies kind of show was staged. Bulldozers will shortly demolish it. Time, that other bulldozer, has been at work for 25 years on the marriages of two former chorus girls—Phyllis, who married wealthily, and Sally, the bleached dollybird who always loved Phyllis's husband and now, if only for a drunken moment, wins him back.

Recollecting all our yesterdays with joy Sondheim festoons the piece with funny but loving parodies of '20s, '30s and '40s songs—"Broadway Bay," "Ah! Paris," and the cod-Viennese "One More Kiss." He also supplies a gritty solo for an indomitable survivor in "I'm Still Here," and a haunting duet for two youngsters awaiting their sweethearts, "The Girl Upstairs."

Cleverer still, he has the two wives and husbands face their past and present follies in songs which expose a sentimentalist's daydreams, or a careerist's self-hatred, or a philanderer's futile quest for the "right girl"—and dovetails them into a stunning re-creation of an old-style top-hat-and-tails revue, flaunting mannequins and staircase-loads of dancers.

*At its worst, James Goldman's* book tosses faded nosegays to dear dead days beyond recall. But it often inspires Sondheim to near-Proustian insights into the impulses and delusions of youth, and maturity's heart-breaking view of what was and what might have been as the adult couples eavesdrop on the vows and courtship rituals of their young selves.

With Mary Millar, Josephine Lake, Kevin Colson and Bill Bradley as the principals, and Meg Johnson and Jeannie Harris safely in charge of two show-stopping numbers, Howard Lloyd-Lewis's production offers a vastly enjoyable account of a musical of pioneering intelligence in its field which London should have seen long ago.

**John Barber**

*Anthony Sher in the Royal Shakespeare Company's production of "Richard III" at the Barbican Theatre.*

# A convincingly wicked Richard III

IT WAS the crutches at Stratford-upon-Avon last year which made Bill Alexander's "Richard III" so astonishing, and it is the *crutches again of course*, now that this Royal Shakespeare production reaches the Barbican. But since their novelty as an artistic support for the actor Antony Sher to grab attention is no longer as novel as it was, the question whether he needs *them becomes more interesting* than ever.

Would this Richard not be just as startling in his energetic evil and crippled exuberance if he could carry on in the first half as he carries on for most *of the second—that is* merely with a hump and a limp? Mr Sher seems more expressive without the crutches, for although they give him such diverting opportunities to hop, skip and jump about the stage, to prod the prophetic Margaret between the legs or apply them like scissors to Hastings' threatened neck, they are essentially too diverting as we wonder what on earth he will do with them next—cartwheels, perhaps?

Their upstaging power is terrific but when did Richard ever allow anybody to upstage him?

Mr Sher may not have Olivier's voice or mesmerising presence but his physical vitality and those dark cavernous eyes, with a snarling nose and sweaty forehead, create as convincingly wicked-seeming a figure as any since Olivier's.

All one missed is the ability to convince us that he could charm his underlings or even deceive them. He may be justly proud of his "naked villainy" but what about his promise to "seem a saint?" It is when he crawls to the throne in his red robes, having shown us his bare, hunched back at the Coronation, that we taste his poisonous nature to the full. And William Dudley's wonderful evocation of a cathedral makes the events the more sickening as they take place in such sanctified conditions.

Only when it occupies Bosworth Field does this ecclesiastical setting become a nuisance. By then, Richard and the play have run their course and we can't help wondering why this play should be made to run nearly as long as "Hamlet."

Not many other players have much of a look-in but Malcolm Storry's Buckingham is a splendid conspirator and political agent for Richard; and *Roger Allam's Clarence reminds* us how well Shakespeare's verse can be spoken. Elsewhere there are very strange vowel sounds, but nothing is as strange, sardonic and disturbing as this horridest of Richards—with or without those peculiar props.

**Eric Shorter**

BALLET / The Sleeping Beauty

IT WAS doubly fitting that the Sadler's Wells Royal Ballet should open its Covent Garden season on Tuesday night with Peter Wright's new production of "The Sleeping Beauty": for this is a large-scale spectacular ballet, ill-suited to the present Sadler's Wells stage, and it is well suited to a fund-raising gala—in this case the development funds of both Sadler's Wells and Covent Garden.

The prologue made a subdued impact—partly because of the fussiness of Philip Prowse's adaptation of his permanent set, and partly because of the lack-lustre dancing of all but one of the fairy soloists. Fortunately Susan Lucas showed musicality and good line in the third solo, and as soon as Galina Samsova came on stage, as the wicked fairy Carabosse, the ballet achieved its proper Franco-Russian splendour. But Peter Wright made a mistake in cutting down the role of Carabosse in Act I: with an artist of such rare quality at his disposal he should have given her all the scope provided by Petipa's mime-choreography.

The magical radiance we might hope for in Princess Aurora is beyond the scope of Marion Tait; but she dances neatly and has both assurance and vivacity. She was at her best in the first half of her solo in Act I (which contains the best of Petipa's choreography) and in the final pas de deux in Act III.

As Prince Florimund, Roland Price did well, looking handsome and showing the appropriate aristocratic grace, both in his solos and when he was partnering Princess Aurora.

*David Yow and Sandra Madgwick* made a creditable attempt at the very difficult Blue Bird pas de deux; but he used too white a makeup, remained earthbound when he should have soared, and sometimes he failed to point his feet; she, though technically assured, seemed to find difficulty in connecting up her steps.

**Fernau Hall**

*Some reviews appeared in yesterday's later editions.*

TELEVISION / Open Space

# To hell and back

FORTY YEARS on the familiar horror pictures from Belsen still have a power to shock beyond almost anything most of us have experienced. The time to worry will be when we can look at them without being sickened, or begin to wonder whether it all really happened.

For the group of doctors assembled in last night's Open Space (BBC-2) no such possibility will ever exist. "It was a journey to hell and back, the ultimate in man's inhumanity to man," shuddered one. Another spoke of his reluctance to re-open his journal after four decades or trying to blot out the memories; they had, he said, changed his whole life, made him unwilling even to join a political party, through fear of what organised society might do to men.

The doctors were all medical students in May 1945 when, in response to a call to the London *teaching hospitals, they volun*teered to help combat famine in Holland. Instead they were switched to Belsen, where the death camps had just been discovered. They were all in their young '20s, members of a privileged "reserved" elite: they were about to encounter sights and suffering badly known to modern history.

For three weeks their business was to dispose of the dead, to succour the dying, and to try to save those who could be brought back to some sem*blance of humanity. Often,* amid the squalor of the skeletal corpses and the barely breathing, it was difficult to know which was which.

For the young doctors, victory in Europe was the day when not a single inmate had died the night before. Altogether 35,000 of Belsen's 45,000 inhabitants at the time of liberation were saved, cleaned, and hospitalised. The German nurses and the S S guards who were made to bury the dead died of typhus; a terrible Nemesis.

Victorian England had no Belsens, but it knew social conditions not far removed from those of the concentration camp. Their compassionate chronicler, Charles Dickens, usually managed to bring humour to bear even in his descriptions of the debtors' jails; but **Bleak House** (B B C-2), *at any rate in the* B B C version, comes out as more sombre than "Hard Times." Even his ironic onslaught against the outrageous machinery of the law (the B B C must find this a sympathetic theme just now) is more savage than amusing.

What really comes between me and appreciation of Arthur Hopcraft's and Jonathan Powell's adaptation is the unvaryingly misty, moisty look: everything photographed via such a weight of filters that it's like looking through thick dust. Reasonable enough, when we are in the Fleet, or the dark recesses of a London alley; used all the time, this dim religious effect becomes merely cloying. Dickens' drama and the quality of Powell's cast (marvellous Krook from Bernard Hepton, recognisable only from the shape of his nose) don't need this adventitious aid.

**Richard Last**

# Celebrating America

INDIAN AND ESKIMO artists, the most wide ranging group of their kind to visit Britain, will be *among* American artists and major performing groups taking part in a spectacular festival opening next week.

The American Festival, staged in London, Cardiff and Glasgow, is described as the greatest celebration of American artse and entertainment ever held outside the U.S.A.

The project has been made possible with £500,00 in sponsorship from British and American businesses.

The three centres will house *more than 80 different events,* representing the work of over 500 artists and entertainers.

The organisers say they hope to challenge many Europeans' rather limited view of the United States and its artistic life and surprise audiences with the sheer range and exhuberance of the work on show.

The North American Indian and Eskimo artists will be seen working at the Museum of Mankind in London from May 14 to June 14 as part of the *celebrations. Appropriately* enough, the centre of the museum display will be a 25-foot totem pole.

The Festival will include outstanding and familiar names such as the New York Philharmonic, the Merce Cunningham Dance Company, Negro Ensemble Company and Frank Stella, the painter. But the programme will also introduce to Britain a range of highly-talented but lesser known artists.

*Diversity will be the key.* Music performances will range from those of the Preservation Hall Jazz Band of New Orleans to avant-garde electro-acoustic work.

**Keith Nurse**

MUSIC / RPO, Rowicki LSO, Davis

*THE ROYAL Philharmonic* Orchestra was joined at the Festival Hall on Tuesday night by the senior Polish conductor Witold Rowicki and by the distinguished Hungarian pianist Annie Fischer, in an account of Beethoven's first piano concerto that was an enthralling model of what, for want of a better term, could be described as the now rapidly disappearing old style.

The spirit had already been established in Mozart's "Marriage of Figaro" overture in which, guided by the conductor with the minimum of self-effacing gesture, the music seemed almost to play itself with a naturally precise and succinctly infectious operatic zest.

And this same intuitive quality was immediately carried over into the concerto; the spontaneous authenticity of its purely musical values gathering a rich and long tradition into the refreshingly uninhibited moment of performance.

For about the first third of its first movement there were for even Miss Fischer's most ardent admirers some hair-raising *passages of nervously* uncontrolled notes and decorative figurations. But even these were suffused with a rare intensity and inner life, and once she had acquired her self-command her playing through the rest of the movement, through the largo and finale, never faltered in its instinctively expressive eloquence.

While in the subtle confidence of its finely moulded phrasing, drawing on her long experience of performing a work in which she made her Budapest debut as a child prodigy what must be more than half a century ago, it yet possessed that inexplicable freshness of something being discovered as if for the first time.

The same feeling of something being recreated anew also pervaded Rowicki's often quite daringly original view of Stravinsky's "Petroushka," its music presented with the clean, direct lines and bright, graphic colours of folk art, yet achieved *by the most unaffectedly disci*plined and sophisticated of means.

**Robert Henderson**

IT WAS a night of old associations at the Barbican on Tuesday night. Indeed, we might have been back at a concert of 15 years ago. Here was Colin Davis, conducting Berlioz with the L S O and partnering Stephen Bishop-Kovacevich *in a Beethoven Concerto.*

Happily, during the intervening period, Sir Colin has lost none of his enthusiasm for or authority in, the Symphonie Fantastique. Here was all the former ardour in projecting this extraordinary (for 1830 or indeed any time) work. He managed to give us both the essence of its romantic spirit while remaining aware of its musical form. He was able to share in the fevers of the hero's imagination and in his subjective love, without the need for the exaggeration often indulged in by others.

The First and Fourth movements were taken at rather temperate speeds but that only served to emphasise the inner yearning of the one, implac*able terror of the other. The* Dance and Pastoral movements in between were both suitably evocative, the March to the Scaffold as sinister as it should be. All were *superlatively* played by the L S O in empathy with the work and conductor.

There was also empathy between Davis and his pianist in Beethoven's C major Concerto. Their view of the work was dynamic, almost demonic, rather than lyrical. The huge orchestra and often larger-than-life pianism, emphasised by the awkward acoustics of this hall, was very much of the late 19th century, and the finale's tempo was surely too headlong. But Bishop-Kovacevich offered many of his customary insights, persuading one to view the music in a fresh and often interesting fashion.

**Alan Blyth**

## Samson and Delilah

**By Our Arts Staff**

Placido Domingo, the Spanish tenor, will sing Samson and Agnes Baltsa Delilah for the *first time at Covent Garden* when Saint-Saëns' opera "Samson and Delilah" is revived on May 17 for five performances.


## ART GALLERIES

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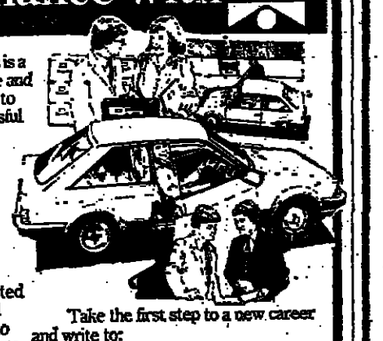

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Continued from Page 8

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Continued on Page 24

# COURT AND SOCIAL

## Court Circular

BUCKINGHAM PALACE,
May 1.

His Excellency Mr Roy McMurtry was received in audience by The Queen upon his appointment as High Commissioner for Canada in London.

Mrs McMurtry had the honour of being received by Her Majesty.

Mr J. M. O. Snodgrass (Her Majesty's Ambassador Extraordinary and Plenipotentiary at Sofia) and Mrs Snodgrass had the honour of being received by The Queen.

His Excellency U Myo Aung and Madame Aung were received in farewell audience by The Queen and took leave upon His Excellency relinquishing his appointment as Ambassador Extraordinary and Plenipotentiary from the Socialist Republic of the Union of Burma to the Court of St James's.

The Prime Minister of Canada and Mrs Mulroney had the honour of being invited to luncheon with Her Majesty.

The Queen, Patron, accompanied by The Duke of Edinburgh, this evening presented the Annual Awards of the Royal Aero Club at the Banqueting House, Whitehall.

Her Majesty was received by the Chairman of the Club (Mr Beverly Snook). The Countess of Airlie, Mr Robert Fellowes and Major Hugh Lindsay were in attendance.

The Duke of Edinburgh, Patron and Trustee, attended Receptions at St James's Palace today for young people who have reached the Gold Standard in The Duke of Edinburgh's Award.

His Royal Highness chaired a meeting of the Award Scheme Trustees at Buckingham Palace.

CLARENCE HOUSE, May 1

The Prime Minister of Canada and Mrs Mulroney today had the honour of being received by Queen Elizabeth The Queen Mother.

Princess Alexandra will visit the Sixth Form College, Solihull, on May 9. Afterwards she will open Alexandra House, the new extra care unit for the elderly at Mason Court, Olton, West Midlands.

A service of thanksgiving for the life of Lady Scott-Barrett will be held at St Columba's Church of Scotland, Pont Street, London, S.W.1, on Friday, May 10, at noon.

A memorial service for Maj-Gen. A. J. Dyball will be held today at St Bride's, Fleet Street, at 11 a.m.

### TODAY'S BIRTHDAYS

Dr Patrick Hillery, President of the Republic of Ireland, is 62 today.

Adml Sir Geoffrey Miles is 95; Mr Henry Hall 87; Mr R. E. S. Wyatt 84; the Duke of Montrose 78; Air Chief Marshal Sir John Barraclough 67; Mr Alastair Forbes 67; Prof. R. W. K. Honeycombe 64; Mr Satyajit Ray 64; Sir James Hamilton 62; Sir Campbell Fraser 62; Mr John Neville 60; Air Marshal Sir Ian Pedder 59; Mr Clive Jenkins 59; Lord Silsoe, Q.C., 55; and Mr Justice Woolf 52.

Today is the anniversary of the death of Leonardo da Vinci in 1519.

## Forthcoming Marriages

**Mr M. W. R. Fuller and Miss C. A. Bevan**

The engagement is announced between Matthew, only son of Colonel ad Mrs R. Fuller, of Farnborough, Hampshire, and Anne, elder daughter of Mr and Mrs I. Bevan, of Steynton, Milford Haven, Pembrokeshire.

**Mr N. A. Mott and Miss F. A. Berry**

The engagement is announced between Nicholas, son of Major and Mrs A. R. C. Mott, of Ermington, Devon, and Felicity, daughter of the late Mr H. Berry and of Mrs Berry, of Berkhamsted, Hertfordshire.

**Mr D. C. Jenkins and Miss A. M. Nicolle**

The engagement is announced between Derrick, son of Mr J. A. Jenkins and the late Mrs Evelyn Jenkins, of Newport, Gwent, and Alison, elder daughter of Major and Mrs J. C. Nicolle, of Penarth.

**Mr M. J. Barclay and Miss L. M. Howard Taylor**

The engagement is announced between Maurice James, youngest son of Capt. C. G. E. Barclay and the late Mrs Laura Barclay, of Brent Pelham Hall, Buntingford, Herts, and Lucy Mary, younger daughter of Major H. C. Howard Taylor and the late Mrs Rosemary Howard Taylor, of Water Mill, Nedging, Ipswich, Suffolk.

**Mr T. P. Trueman and Miss C. E. R. Tragett**

The engagement is announced between Timothy, only son of Mrs K. B. Trueman, of Camberley, Surrey, and Mr W. W. Trueman, of Bristol, and Charlotte, younger daughter of Mr and Mrs R. T. Tragett, of Tenterden, Kent.

**Mr N. M. S. Dale-Harris and Miss P. J. Lysaght**

The engagement is announced between Nicholas, eldest son of Mr T. I. Dale-Harris, of Milson Road, London, W.14, and Mrs J. F. Allday, of Tretire, Herefordshire, and Philippa, younger daughter of the late Major N. H. L. Lysaght, T.D., D.L., and of Mrs G. M. Lysaght, of Hafod, Ponthir, Gwent.

**Mr M. J. Vallance and Miss A. Green**

The engagement is announced between Matthew John, third son of Mr and Mrs E. R. Vallance, of Chudleigh Knighton, Devon, and Anna, daughter of Mr and Mrs D. F. Green, of Ashton, near Exeter, Devon.

### DULWICH COLLEGE PREPARATORY SCHOOL

This year, Dulwich College Preparatory School celebrates its centenary and the Summer Term which began on Thursday, April 25, ends on Friday, July 19. The Duke of Gloucester will visit the school on Friday, June 7. Saturday, June 8, is Old Boys' Day, and at 11.45 a.m. on Sunday, June 9, there will be a thanksgiving service at St Stephen's Church, Dulwich. The Preacher will be the Rev. Austen Williams, an Old Boy of the School. Sports Day is on the morning of June 1 and the School Play, "Adventure Story" by Terence Rattigan, will be performed on July 12, 13, 15 and 16. Old Boys are asked to write to the School for further information about the term's events.

### MOUNT HOUSE SCHOOL, TAVISTOCK

The founding of an Old Boys' Association of Mount House School has already met with an excellent response. Should you have failed to receive a copy of the recent letter inviting you to become a member, please contact Mr H. P. Wortham, Herongate, Mount Tavy, Tavistock, Devon, PL19 9JL.

## LUNCHEONS

**Her Majesty's Government**

Sir Geoffrey Howe, Q.C., M.P., Secretary of State for Foreign and Commonwealth Affairs, was host at a luncheon given yesterday by Her Majesty's Government at 1 Carlton Gardens in honour of the Ambassador of the Dominican Republic.

**Lunchtime Comment Club**

Mr Michael Manser, President of the Royal Institute of British Architects, was guest speaker at a luncheon of the Lunchtime Comment Club held yesterday at the Connaught Rooms. The Chairman, Mr Gordon C. Stroud, presided.

## DINNERS

**The Speaker**

The Speaker and Mrs Weatherill gave a dinner in Speaker's House yesterday evening. Those present were:

Mr Kenneth Baker, M.P., and Mrs Baker, Mr Bruce Millan, M.P., Mr Robert Banks, M.P., and Mrs Banks, Mr Malcolm Bruce, M.P., and Mrs Bruce, Mr John Carlisle, M.P., and Mrs Carlisle, Mr Harry Cowans, M.P., and Mrs Cowans, Viscount Cranborne, M.P., and Viscountess Cranborne, Mr Nicholas Fairbairn, Q.C., M.P., and Mrs Fairbairn, Sir John Farr, M.P., and Lady Farr, Mr Tristan Garel-Jones, M.P., and Mrs Garel-Jones, Mr William Hamilton, M.P., and Mrs Hamilton, Sir Geoffrey Johnson Smith, M.P., and Lady Johnson Smith, Mr David Lambie, M.P., and Mrs Lambie, Mr Edward Taylor, M.P., and Mrs Taylor, Mr Thomas Torney, M.P., and Mrs Torney, Lady Berry and the Rev. Raymond and Mrs Brown.

**Inner Temple**

The Treasurer, Judge Sir William Stabb, Q.C., and Masters of the Bench of the Inner Temple entertained the following guests at dinner last night, being the Grand Day of Easter Term:

The Duke of Gloucester, the Earl of Stockton and Macmillan, the Rt Rev. Gordon Remfry, Lord Wakeham, Lord Goodman, Sir Francis Pym, M.P., Sir Jeffrey Bolborough, Mr Justice Richard Baxilse, Sir William Heseltine, [illegible] Mr David Alton, [illegible] Mr and Mrs John Farrer, Mr John C. Shepherd and Capt. [illegible] R.N.

**Pensions Management Institute**

Prince Michael of Kent proposed the toast to the Pensions Management Institute at a dinner held last night by the Institute at Glaziers' Hall. The President, Mr H. Gracey, proposed the toast to the guests, and Mr Bruce Nicholls replied on their behalf.

**Glaziers' Company**

The Lord Mayor and the Lady Mayoress, Sir Alan and Lady Traill, and the Sheriffs and their ladies were present at the annual Livery dinner of the Glaziers' Company held last night at the Mansion House. The Master, Col W. H. Seys-Phillips, presided, assisted by the Upper Warden, Sir William Carter, and the Renter Warden, Mr J. Stone, who proposed the civic toast to which the Lord Mayor replied. The other speakers were Viscount Falmouth, Sir James Miskin, Q.C., Recorder of London, and the Master.

**British Medical Association**

The President of the British Medical Association, Sir Douglas Black, gave a dinner at BMA House, Tavistock Square, W.C.1, last night for Presidents, Vice-Presidents and Deans of Royal Colleges and Faculties. There were present:

Dr T. H. Bewley, Prof. Dowdeswell, Dr J. D. J. Havard, Dr R. A. Kenedi, Mr T. Kelly, Dr C. R. Lawson, Dr S. P. Lock, Prof. M. F. Marcussen, Prof. R. J. Mackinnon, Mr W. Marks, Prof. J. Richmond, Mr W. Ross, Prof. E. Ewen Smith and Dr J. E. M. Whitehead.

**Leicestershire Lieutenancy**

The Vice-Lord Lieutenant and the Deputy Lieutenants of Leicestershire entertained the Lord Lieutenant, Col R. A. St G. Martin, and Mrs Martin at a dinner held yesterday evening to mark Col Martin's 20 years as Lord Lieutenant.

**Newspaper Society**

The annual dinner of the Newspaper Society was held last night at Grosvenor House. The President, Mr Tim Morris, who was accompanied by Mrs Morris, was in the chair. Mr Leslie Thomas was the principal guest. Others present were:

The Duke of Atholl, Lord Biddulph, the Hon. Sir Richard and Lady Sykes, Sir Alfred and Lady Jarratt, Mrs Leslie Francis, Mr and Mrs D. R. Thorpe, Mr D. and Dr A. Shibet-Ogun, Mr and Mrs D. B. Anderson, Mr and Mrs M. Whitson, Mr and Mrs R. Ridley-Thomas, Mr and Mrs J. W. Addison, Mr and Mrs T. Austin, Mr and Mrs Stanley Clarke, Mr and Mrs J. E. C. Bates and Canon and Mrs John Oates.

**Company of Stationers and Newspaper Makers**

The Company of Stationers and Newspaper Makers celebrated the 428th anniversary of the granting of their Charter by entertaining representatives of the Trades of the Guild at a livery dinner held last night at Stationers' Hall. The Master, Mr Laurence Viney, presided and the other speakers were the Under Warden, Mr Allen Thompson, and Mr Gordon Graham, President of the Publishers' Association.

## WEDDINGS

**Mr J. R. Sclater and Miss G. E. C. Dawson**

The marriage took place on April 25 at All Hallows by the Tower of Mr John Sclater, of Sutton Hall, Barcombe, Sussex, elder son of Mr and Mrs Arthur Sclater, and Miss Grizel Elizabeth Catherine Dawson, only daughter of Lt-Col and Mrs H. V. Dawson, of Weston Hall, near Otley, Yorkshire.

**Mr P. H. de Rougemont and Miss R. A. Neville-Smith**

The marriage took place on May 1 at the Church of St Giles Cripplegate, London, between Mr Peter Henry de Rougemont, of Lamberhurst, Kent, and Miss Rosemary Antoinette Neville-Smith, of Barbican, London and Albufeira, Portugal. The Rev. Edward Rogers officiated, assisted by Father Christopher Cunningham.

The bride, who was given in marriage by her uncle, Dr C. J. Vaughan, was attended by Dra. Luisa Castilho. Mr Nigel Grigson was best man.

# WAY OF THE WORLD

## Nightmare

A "NATIONWIDE study" of pregnant mothers, reports the OBSERVER, is to be carried out this year to test a new technique for diagnosing "genetic" diseases in unborn children. The technique is called "chorionic villus (cv) sampling" and, it is claimed, enables doctors to detect hereditary diseases in foetuses only eight to 10 weeks old.

Present techniques can detect only a few hereditary diseases, such as Down's Syndrome. The new technique can detect many more. Present kinds of tests such as amniocentesis, says Dr Bernadette Modell, one of the scientists working on CV, "are typically done at about 18 to 20 weeks, when a foetus feels like a little human being to a mother. Aborting at that stage can be extremely harrowing.

"By contrast, our sampling is done when the foetus is less than an inch long. Aborting is then relatively untraumatic."

But the foetus, at any age or size, not merely "feels like a human being to some mothers" but is a human being. This new technique, with its obvious implication that "genetically defective" foetuses should be aborted as a matter of course, is simply another aspect of that scientific control of life and death which, not long ago a nightmare, is fast becoming a reality as various new techniques converge.

Mr Enoch Powell's Unborn Children (Protection) Bill, which will make research on embryos illegal, reaches its Report Stage this week. It is supported by a petition signed by two million people, the largest petition to Parliament for more than 100 years.

The Bill, which accepts *in vitro* fertilisation for husband and wife under strict licensing and therefore fails to oppose the infamous Warnock Report entirely, does not go far enough. Even the slightest concession to the power of perverted science over life and death is dangerous. Two million people have shown their deep, instinctive, human horror of it. Their voice should be heard.

## Wordsworth's Bane

A MAN in Cornwall who picked five daffodils outside a house belonging to the National Trust was arrested, photographed, fingerprinted and taken to a police station, where he was charged with stealing daffodils worth 24p from the National Trust.

He had to appear in court three times for remand before magistrates heard the case and dropped the charges against him. The case cost him £120 in lost earnings and the total cost of the case to taxpayers will be nearly £500.

If five daffodils are worth 24p, how much is one daffodil worth? But this is by the way. Wordsworth must have picked a daffodil or two in his time out of the ten thousand he saw as he wondered lonely as a cloud over what *is* now National Trust property. What would he have thought about this case of "conservationism" run mad?

He could not foresee that his own love of nature would lead in time to such excesses of bureaucratic lunacy in the cause of "conservation." These particular daffodils were, of course, the property of the National Trust. But there are those who would like to make it illegal to pick wild flowers anywhere.

The odious priggishness of ecolepts, with their humourless exhortations, is enough to make people want to go out and pick all the wild flowers they can find. If they can be conserved only by rules, regulations, penalties and finally inside wired enclosures, it may be better for them to perish altogether, to reappear in some sane, green world of the future where conservation and ecolepsy are unknown.

## Atrocity

"ARTIST Andy Johnson hates garden gnomes so much that he has gone into business making dead ones at his workshop in Merthyr, Mid-Glamorgan. His rockery horror show of 2ft gnomes at £24·95 includes ones with hatchets in their heads and garden trowels and forks in their chests" (*news item*).

Sir Howard Trembath, chairman of the British Garden Gnome Authority, yesterday convened an emergency meeting "on the highest level" to consider what measures should be taken to deal with this atrocity.

"It is the worst threat to British gnomes," he said, "since the Great Massacre of 1962, when thousands of gnomes, designed to be parachuted over Torquay as part of National Gnome Week, landed on the South Yorkshire - Lancashire Moors owing to pilot error in low cloud and were destroyed wholesale by the half-savage inhabitants of that region.

"It is difficult to understand the mentality of a man, particularly one claiming to be an artist, who can behave in this callous manner. There is also a philosophical problem: can these gnomes be described as dead if they have never lived? But I shall deal with that later.

"The British garden gnome is the envy of the civilised world. In his resolute stand for peace and aid for the Third World, he is highly regarded at the Bar of World Opinion, where, indeed, many British gnomes are to be found.

"Garden gnomes are prominent in the councils of the Liberal and Social Democratic parties and are working for a meaningful Alliance. There are already several gnomes in Parliament. In time to come they may well hold the balance of power.

"It is a time for greatness," he added after a pause.

## Ingratitude

THE OPEN, manly attitude of Mr Ron Todd, eleceted General Secretary of the Transport and General Workers' Union, in calling for a new ballot to cear the air and restore the good name of the union after suggestions of ballot-rigging has met with nothing but base ingratitude.

In a report to Mr Moss Evans, the retiring General Secretary, who, it seems, agreed only reluctantly to a new ballot on Mr Todd's insistence, Mr John Garnett, described as director of the Industrial Society, cites various irregularities in the original ballot.

For instance, all the ballot papers in one branch, he alleges, had been filled in by the same person and cast for Mr Todd. In another branch five people, he alleges, had filled in the voting forms between them. One branch had returned precisely 800 votes, all cast for Mr Todd except for one spoiled paper.

"The extraordinary thing", he reports, "is that the ballot books are sent out in fifties—it's one chance in 50 that that number should be returned. That everybody should have voted for the same person is one chance in 40,000".

All this nitpicking merely indicates a suspicious nature, as well as a positively cabbalistic obsession with numbers and their supposed significance. It is at variance with the ideals of trade union democracy which Mr Evans and Mr Todd are trying to uphold.

What, after all, is the point of holding a ballot if it does not give the required result? Arithmetical pedantry brings trade union democracy into disrepute. Much more of it and ordinary trade union members will be even less inclined to vote than they are at present.

*Peter Simple*

# Tibetan plants show honours botanist

By FRED WHITSEY

THE centenary of the birth of the great botanical collector Frank Kingdon-Ward was celebrated at this week's Westminster Flower Show with an exhibit of the plants he discovered in Tibet and western China.

It was mounted by Wakehurst Place Gardens and ranged from the rain forest rhododendrons to the high alpine species.

On a stand nearby were some plants of the blue Tibetan poppy that Kingdon-Ward rediscovered and helped to bring into cultivation. They came from the Rougham Hall Nurseries, one of the firms which contributed to a show packed with fascinating incidents for garden lovers.

Winner of the principal awards in the rhododendron competition was Mr Edmund de Rothschild whose Exbury gardens on the Solent were some of the few in the South-east to escape last week's devastating frost. Runners-up were Anne, Countess of Rosse, and the National Trust, exhibiting from the Sussex gardens of Nymans.

**Spotless plants**

Supporting the rhododendron competition was a group of spotless plants from the Keston, Kent, firm of Reuthe and one of evergreen azaleas from Starborough of Edenbridge.

A heavy entry in the final leg of the daffodil competition was supported by a group from Kelway, in which the double White Lion was a distinguished variety and from Amand who was showing the last of the miniature varieties.

W. Blanchard, Blandford, was the winner of the best bloom trophy with a faultless golden short trumpet variety Bubarrow. Rathowen won the only gold medal with daffodils.

A deep cerise near hardy pleione orchid came from Ingwereen, Hazelden, had many pansies each with a name of its own, and Brenda Hyatt had Jack-in-the-green primrose with double flowers bred as a result of 20 years' work by Dr Cecil Jones, a Llanelly amateur.

### RATCLIFFIAN ASSOCIATION

The annual reunion of the Ratcliffian Association will take place at Ratcliff College on May 18 and 19 and special emphasis this year is being placed on the return of those who attended Ratcliffe between 1939 and 1949. The annual general meeting of the Association will be held on Saturday, May 18, followed by the annual dinner. The toast to the Association will be proposed by Mr Gordon Reece. The Grand Match will take place on Sunday, May 19.

## Obituary

### COUNTESS LEICESTER

Elizabeth, Countess of Leicester, who has died aged 75, was Lady of the Bedchamber to the Queen from 1953 to 1975. Her husband, the fifth earl, whom she married in 1931 and who died in 1976, was equerry to King George VI when he was Duke of York and extra equerry to him during his reign.

She was Lady Elizabeth Mary Yorke, daughter of the eighth Earl of Hardwicke. A sailing enthusiast, she also studied pottery and founded a pottery industry at Holkham Hall, the family estate in Norfolk which employed more than 70 people. She was appointed a CVO in 1965 and a DCVO in 1975.

### LADY JEPHCOTT

Doris, Lady Jephcott, who has died aged 91, was the widow of Sir Harry Jephcott, chairman of Glaxo from 1945-65. They were married in 1919 and he died in 1978.

Educated at North London Collegiate School, she was the first woman to be awarded the Fairchild scholarship of the Pharmaceutical Society, passing her examination with distinction in 1917 and gaining the bronze medal. She became President of the Square Association and retained registration as a pharmacist all her life.

**David Bronte Green.** At Oxford, aged 75. Authority on Blenheim Palace and author of official guide. Other books include "Sarah, Duchess of Marlborough," "The Churchills of Blenheim," "Blenheim Palace," "Queen Anne," "Grinling Gibbons," "Country Neighbours" and "Gardener to Queen Anne."

**Auguste Grandin**

At Condé-sur-Vire, aged 78. Normandy dairy farmer who in 1947 founded a dairy co-operative out of which grew the Union Laitiere Normande (ULN), France's leading dairy group. Also founded British subsidiary, French Dairy Farmers, and was chairman till 1984.

**Marraret Osborn.** In Oxford, aged 79. High Mistress, St Paul's School for Girls 1948-65, headmistress St George's School for Girls, Edinburgh 1943-48.

**Bertram Lippincott.** In Philadelphia, aged 87. American publisher and yachtsman, worked for 50 years as an editor in family publishing house J. B. Lippincott and Co.

**Anthony Waller.** At Sevenoaks, Kent, aged 56. Regional Press officer of British Railways Southern Region since 1968. Former Press officer for South East Division. Worked on the news desk of Reuters and as a reporter with the SHEFFIELD STAR.

## NEW ZEALAND SPEAKER DIES

By Our Auckland Correspondent

Sir Basil Arthur, Speaker of New Zealand's Parliament, died in Wellington yesterday. He was 55.

The resulting by-election in his South Island electorate of Timaru will be the first voting test since the Labour government took office last July.

## ANCIENT SNAKES

By Our Science Correspondent

The fossil remains of a coil of writhing snakes at least 32 million years old have been found in a dried-up river bed in Wyoming, according to a report in today's NATURE by two biologists at the University of Wyoming, Dr Brent H. Beithaupt and Dr David Duvall.

## SAND & GRAVEL ASSOCIATION

Sir Peter Scott, Chairman of the World Wildlife Fund International, yesterday at the London Hilton presented the 1984 awards of the Sand & Gravel Association for meritorious restoration of worked-out quarries, and also presented the Cooper-Heyman Cup for the most successful restoration of the year to Greenham Sand & Ballast Ltd, and the Brewis Trophy casket for outstanding service to the industry to Mr John Camden, as Chairman of the RMC Group, for its contribution to research into restoration techniques. Mr Terence Higgins, National Chairman of SAGA, presided.

## SPEAKER'S COUNSEL

The Speaker has appointed Mr H. Knorpel, Solicitor to the Department of Health and Social Security, to be one of his Counsel in succession to Mr T. R. F. Skemp, Q.C., who will be retiring at the end of September.

## Latest Wills

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|---|---|
| BELTON, T., Hook, North Humberside | £547,241 |
| BOWER, Dr C. E. W., Cuddington, Cheshire | 732,395 |
| CARTER, W., Sowerby Bridge, West Yorks | 285,415 |
| EVERTON, R. W., Martin Hussingtree, Worcestershire | 345,868 |
| FORBES, Gladys W., Chiswick | 250,139 |
| FRASER-MOODIE, W., Richmond, Surrey | 342,787 |
| JORDISON, Mrs Sheila, Salcombe, Devon | 322,564 |
| McPHAIL, Mrs Jessie, Haslemere, Surrey | 245,405 |
| PAGE, M. R., Chelsea, garden designer | 195,644 |
| PERRETT, J. R., Bathampton, Avon | 229,142 |
| POWELL, R. E. C., Midhurst, West Sussex | 335,356 |
| BOSS, E. J. O., Weybridge, Surrey | 238,719 |
| SARGENT, Mrs Laura, Barley, Herts | 262,861 |
| SATCHELL, Mrs Doris M., Worcester Park, Surrey | 230,748 |
| STEWART, Mrs Mary, Seaford, East Sussex | 229,980 |
| WILLIS, Mrs Andrea M., Haslemere, Surrey | 239,159 |

Mrs Eve Mary Drabble did not die intestate as stated on March 6. Her estate of £209,299 was net, not gross.

## INTERNATIONAL BRIDGE

Two British teams competed successfully in the recent second international Cesme Bridge Congress in Turkey.

Team Championship: 1—D. Parry, D. A. L. Burn, D. F. Bagnett and Mr Dormush (Britain), 112 vps. 2—A. R. Forrester, R. S. Brock, E. E. Stanley, R. Smolski (Britain) 109 vps. 3—M. Oindl, S. Trzilkoth, N. Kubac, S. Aytekin (Turkey) 95 vps.

Pairs Championship: 1—A. R. Forrester and R. S. Brock (Britain). 2—Mr and Mrs M. Ozal (Turkey).

## TODAY'S EVENTS

Queen's Life Guard mounts, Horse Guards, 11; Queen's Guard mounts, Buckingham Palace, 11.30.

British Museum: John Reeve, "Celtic art," 11.30; "From Colosseum to country house: the age of the grand tour," 1.15.

Victoria & Albert Museum: Jim Powler, "Architectural drawings in the Theatre Museum," 1.15.

St George's, Hanover Square: Vantus Wind Ensemble, 1.10.

## TOMORROW'S EVENTS

Princess Anne, Master of the Worshipful Company of Farriers, attends Livery Dinner at Manor House.

Queen's Life Guard mounts, Horse Guards, 11; Queen's Guard mounts, Buckingham Palace, 11.30.

British Museum, Margaret Oliphant, "Ancient peoples: the Phoenicians," 11.30; Angela Evans, "Sutton Hoo: its continental context," 1.15.

Theatres, Cinemas—Page 35.


# PERSONAL

Private £5 per line. Charity appeals £4 per line.
Trade £9·50 per line.
All Advertisements are Subject to VAT

therefore will the Lord wait, that He may be gracious unto you, and therefore will He be exalted, that He may have mercy upon you: for the Lord is a God of judgement: blessed are all they that wait for Him.
Isaiah 30 v.18

LS.—Togetherness lease. Away May 8-18.—A.G.

BILL.: Would anyone knowing the present whereabouts of Eddie Hill, last heard of at Church Drive, West Wickham, Kent, and worked for the Forestry Commission, contact Messrs Turings, solicitors, of 4, Queen Square, Bath. Telephone 0225 331878 quoting reference JEH/MH.

ACETHORPE. Born 1876 Burton on Trent. Believed living Burton 1912, Birmingham 1930 as Hucherby or Green. Any information to grandson Michael Payne, 534, Dunford Rd, Herne, 0342 337102.

ST JUDE.—Thank you.—T.E.

ST JUDE.—Thank you for holiday.—D.

ROLEX GENTS' 18 carat gold wristwatch on a president bracelet, concealed clasp, date just, medium-size. £5,750. 01-524 0208 eves.

WIMBLEDON tickets wanted. Top prices. 01-359 4347.

ST JUDE.—Belated thanks.—A.D.

MAHONY otherwise MAHONEY, MICHAEL MAHONY otherwise MICHAEL MAHONEY otherwise MICHAEL BRENDAN MAHONY otherwise MICHAEL BRENDAN MAHONEY late of 253 Green Stead Road, Colchester, Essex, died at Colchester on 17th May 1983. (Estate about £5,000). The MOTHER of the above-named is requested to apply to the Treasury Solicitor (B.V.), Queen Anne's Chambers, 28 Broadway, London SW1H 9JS, failing which the Treasury Solicitor may take steps to administer the estate.

McKENZIE otherwise WILSON, ALBERT McKENZIE otherwise ALBERT WILSON late of 55 Ashford Road, Cricklewood, London N.W.2, died in Park Royal, London N.W.10, on 3rd July 1984. (Estate about £9,300). The MOTHER of the above-named is requested to apply to the Treasury Solicitor (B.V.), Queen Anne's Chambers, 28 Broadway, London SW1H 9JS, failing which the Treasury Solicitor may take steps to administer the estate.

JUDSON, FRANK JUDSON late of 434 Meanwood Road, Leeds 7, died there on or about 26th August 1984 (Estate about £16,000). The MOTHER of the above-named is requested to apply to the Treasury Solicitor (B.V.), Queen Anne's Chambers, 28 Broadway, London SW1H 9JS, failing which the Treasury Solicitor may take steps to administer the estate

WALKER, JAMES MORAN WALKER otherwise JAMES WALKER late of Shirecroft House, Shirecroft Green, Halifax, Yorkshire, died at Halifax on 7th October 1984 (Estate about £1,900). The MOTHER of the above-named is requested to apply to the Treasury Solicitor (B.V.), Queen Anne's Chambers, 28 Broadway, London SW1H 9JS, failing which the Treasury Solicitor may take steps to administer the estate.

WIMBLEDON TICKETS required.—01-928 1775.

HOLIDAYING ALONE? Join other people holidaying alone on a Canberra Cruise sailing 4th August for 13 nights from £754·00 or a Grand Road to Venice Tour 11 days 12th September from £324·00. Mainline Travel, 22, Main Road, Gedling, Nottingham, NG4 3HP. 0602-873801.

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SEATFINDERS.—Any event inc. Cats, Cov. Garden, Starlight, Glyndebourne, Wimbledon.—Tel. 01-828 1678. Major credit cards.

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EE WANTED. Large wardrobes, real old Victorian and Edwardian furniture.—01-946 7683 day, 01-789 0471 eves.

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DUNCAN GRINNELL-MILNE. Airman, Spy, Broadcaster, Author. Information sought for biography. Revell, 11, Rue Grava Close, Hatfield, Herts AL10 9PD.

LONDON. Holiday flat, S.W.6. Slps 4. Genuine visitors only. — 0730 64319.

WEYMOUTH, DORSET. 3 bedroom luxury flat, garage, sea views, together with 2-berth yacht, pontoon moorings. Would separate. £50,000. — 05057 79807 after 7 p.m.

A FAIR OF MAGNIFICENT large Persian carpets in excellent condition, also 3 beautiful smaller rugs size 7ft x 5ft, 6ft x 4ft & 5ft x 3ft from £50 to £175. 01-730 0703.

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THEOLOGICAL LIBRARIES BOUGHT. Home Counties. Please phone 0303 54501.

HAUTE PROVENCE: newly restoring farmhouse for holiday. Sleeps 4. £150 p.w. Tel. France 92666259.

ALGARVE, Lagos, penthouse flat for 2 adults still available some summer dates. 01-937 6890.

WHIPPET DOG NEEDS KIND HOME. Details tel. 0233 812169 (Kent).

FRANCE, family seeks strong man 18/20, driving licence, reasonable french from end Aug., approx 10 months. Dr Coronat, 56, Avenue Victor Hugo, 33120 Arcachon, France.

ALL large old furniture wanted. 01-499 4796.

PENFRIEND. Repair pens at 7 Newbury St., E.C.1, and 102A, Marylebone Lane, W.1. Tel: 606 6542.

OLD BISCUIT/SWEET TINS shaped as toys wtd. Collector. 0874-730202.

FARTHINGS WTD. 01-300 1994 eves.

D J H 1 on Volkswagen Beetle 1977, one owner. For sale. 0425 619052.

EAST DEVON. Superb self-contained ground floor flat in former Georgian vicarage, large rooms, full c.h., garage, gdn, glorious views in area of outstanding beauty. 3 mls Sidmouth, immaculate and ready for immediate occupation. Freehold £56,500. Tel Sidbury 565.

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# LEGAL NOTICES

THE COMPANIES ACT, 1948. IN THE MATTER OF J. D. FINANCIAL ADVISORS LIMITED. Nature of Business: FINANCIAL ADVISORS. Winding-up Order made 4 April 1985. Date and place of first meetings: Sunley House, Bedford Park, Croydon CR9 1TX. Creditors 17 May 1985, at 10.30 a.m. Contributories 17 May 1985, at 11.00 A. L. G. BILLING, Official Receiver and Provisional Liquidator, Sunley House, Bedford Park, Croydon CR9 1TX.

THE COMPANIES ACT, 1948. S. R. SHEPHERD (EXETER) LIMITED. NOTICE IS HEREBY GIVEN that the Creditors of the above-named company are required on or before the 23rd day of July 1985, to send their names and addresses and the particulars of their debts or claims, and the names and addresses of their Solicitors if any, to HOPKINSON AND APPLEBY 4, CHARTERHOUSE SQUARE, LONDON EC1M 6EN. The Liquidator of the said Company, and, if required by notice in writing from the said Liquidator, are by their Solicitors, or personally, to come in and prove their said debts or claims at such time and place as shall be specified in such notice, or in default thereof they will be excluded from the benefit of any distribution made before such debts are proved. Dated 1th 24rd day of April 1985. T. J. ROPER, Liquidator.

THE COMPANIES ACT, 1948. IN THE MATTER OF ULTRASTAR LIMITED. Court No. 00280 of 1985. Nature of business: Dealers in gold and precious stones. Winding-up Order made March 4, 1985. Date and place of first meetings

## CLEARING THE AIR . . .

FRICTION between smokers and non-smokers can ruin the atmosphere of an evening. Restaurants and airlines solve the problem by delineating clear "smoking" and "non-smoking" areas.

For the non-smoking hostess confronted with an avalanche of guests puffing tobacco fumes into the upholstery however, the solution is not so simple.

Herbs and fragrances can at least alleviate the solution. The specialist fragrance boutique, Les Senteurs, in Ebury Street, London, S.W.1 has two French products specifically designed to combat "pollution" caused by smokers.

*One is a small porcelain lamp which burns* fragrant scented oils such as lilac, lavender, myrtle or parma violet. The other is a range of scented pebbles which are sprinkled into the ashtrays to take off the stale smell of cigarette ends and ash. Fortnum and Mason's gift department offers a clean and simple method of extinguishing cigarettes with its gold-plated "snuffers."

These are unobtrusive metal rings which snuff the cigarette out without messy ash. Cigarette smokers can make the habit a little more acceptable to the non-smoking observer by the use of decorative holders, Marlene Dietrich-style, or fancy cigarette cases.

PICTURED (from top-left clockwise): Lampe berger and spring lilac fragrance, £35 and Terre d'ambience scented pebbles, £4·95, both from Les Senteurs, Ebury Street, London, S.W.1; 24ct gold-plated snuffers, £9·95 pair, from Fortnum and Mason, London, W.1; short, bead and diamanté 1950s cigarette holder, £45 from The Purple Shop, and long art deco diamanté holder, £45 from Persiflage, both at Antiquarius, King's Road, London, S.W.3; art deco cigarette case, £46 from Butler and Wilson, Fulham Road, London, S.W.3. Picture: PAUL ARMIGER.

***Hilary Alexander***

# Following the Jolly line on child care

● Child care guru Dr Hugh Jolly: "I don't try to persuade anyone of anything . . . I try to give commonsense advice." Picture by SRDJA DJUKANOVIC.

BY AVRIL GROOM

A GREAT many modern parents have come to rely on Dr Hugh Jolly for advice. His "Book of Child Care," first published in 1975, is regarded as a modern, non-authoritarian Dr Spock, in which the first rule is to state that there are no firm rules and then provide plentiful commonsense advice that gives parents confidence to cope on their own.

But, Dr Jolly is the first to agree, child care is not a static subject and, though many old-fashioned notions from previous generations still hold good, change is so fast that he has found it necessary to revise and update the book four times since its original appearance.

*The newest edition is* out today (George Allen and Unwin, £12·95) and includes, in a more lavish presentation, colour pictures for the first time, clear sketches, side head*ings up the pages for* quick reference and the whole second section, on the sick child, printed on tinted paper for even quicker identification.

Many of the pictures quite deliberately show men involved with their children and illustrate what has become the plank of many of Dr Jolly's additions to the new version—that child care is a shared activity, not just between both parents but between siblings too, almost returning to the extended family concept of simpler, less *sophisticated societies.*

Although now semi-retired—he is still Honorary Consultant Paediatrician to London's Charing Cross Hospital—Dr Jolly retains his boundless enthusiasm for his subject.

"I don't know why anyone in the medical profession is anything other than a paediatrician—children are such fun," he said.

Dr Jolly's attitudes have come a long way in his career, he admits. "I cringe at some of the things I did as a young doctor without thinking twice," he said. "I never expected to be present at the birth of my own children, despite the fact that I was doing an obstetric job at the time. I spent hours sitting on the beds of women in labour, talking to them and soothing them and it never occurred to me that this was a role more suited to their husbands."

But he soon set about instituting changes. "I was appalled when I first had a job at Great Ormond Street to find how restricted the visiting hours were at that time and what distress it caused the children when their relatives left. I vowed then that when I had my own unit, which proved to be in Plymouth, I would have totally unrestricted visiting. It took me two days to achieve this when I got there."

He thoroughly enjoyed restructuring the paediatric attitudes of South Devon, but realised after some years that the only way to spread his gospel wider was to work at a London teaching hospital "because teaching medical students the right things is as important a method of progress as any."

Despite the opposition of his young family to living in London, he then began the long association with Charing Cross Hospital which has proved so fruitful.

He has been a leading advocate of many of the humanising changes which have occurred in the hospital treatment of birth, babies and children in the past ten years.

Some changes that Dr Jolly has instituted at Charing Cross seemed re*volutionary at the time,* but are now accepted as common practice.

For instance, he is a great supporter of mothers having their babies in bed with them as much as possible, and *said: "It* isn't something which can only be achieved in modern, small-ward surroundings. Charing Cross is a Victorian hospital with huge old wards and to sit *in one at night amid per*fect peace because all the babies are sleeping contentedly with their mothers is quite an experience."

He is now prepared to go *further with* the involvement of the family in a new baby and suggests that, in some cases, existing children should be present at a sibling's birth. "I recently had a couple who wanted to bring their four-year-old son along to the birth," he said. "It took the hospital a week to make up its mind and it proved to be a fine idea — the little boy's excitement at seeing the baby's head emerging encouraged his mother just when she was tiring badly. I'm not saying it would work for every family but this couple had the confidence to know their son would react maturely."

This, he said, is the heart of his philosophy. "I don't try to persuade anyone of anything. I just try to give the commonsense advice that enables parents to handle their children with enough confidence so the odd mistake doesn't matter."

The welcome close involvement of fathers and the family is not, he believes, something men have sought for themselves. "Even quite recently, birth and babies were such a woman's province that I don't think men would have got round to thinking about it. I believe it has come about through the greater assertiveness of women wanting a say in how both the medical profession and their partners react in the context of birth and child care."

A man's involvement should, he believes, start as early as possible. "I firmly believe that being present during his partner's labour will help a man bond much better with his child and want to be involved with its care. But it should start earlier than this — after all, the man is expectant too. His partner's pregnancy is a tremendously exciting time for him."

In this connection, he feels men should be en*couraged to make ante*natal visits with their partners.

"This is why we need to improve ante-natal services, for the convenience of both partners," said Dr Jolly.

## EATING IN WITH BON VIVEUR

# LET'S GET STEAMED UP OVER CRUELTY TO VEGETABLES

WE grow the finest vegetables in the world but that is no justification for their suffering when they reach our kitchen doors.

Even now letters stream in whenever we mention the word "steamer," though there are only four vegetables which should ever be boiled. Such letters disclose the shattering fact that a vast majority are still slung into tap water, boiled until soft, when their goodness, together with the water, is slung down the kitchen sink.

Currently, fish shops are few and hard to find, but, conversely, this seems to have increased home cooks' awareness of both fish scarcity and high prices. So do please pass on, as we are currently doing, the name and telephone number of an invaluable fish van man to your chums in the area.

Ours is currently bringing fresh fish to our doors once a week. Our van man even sells us skate backs, which are superb when oven cooked, as we offer them to you this week, in the French manner called Filets de Raie Normande. They are a treat.

Because this is old moan week with us, we frankly resent people who extol culinary simplification to the point of absurdity: such as the sloshing together of yogurt and whipped cream and calling it a "pudding," when really it is no more than a base. When entertaining try our Crème Bon Accueil served with a dishful of easily-made Langues de Chat, just based on that yogurt/cream idea but taking only a maximum 10 minutes to produce.

**THE MENU**

**Potage au Cresson**
**Raie Normande with Garlic or Herby Bread**
**Salade Bressane**
**Crème Bon Accueil with Langues de Chat**

## THE RECIPES

### POTAGE AU CRESSON

**INGREDIENTS:** 1 fat bunch of dark green, large-leaved watercress; 3 medium peeled potatoes, steamed until soft then mashed finely; 1 slightly-rounded tablespoon flour; 2 rounded tablespoons rendered-down bacon or chicken fat; freshly milled black pepper-corns; 2½pts milk.

**METHOD:** wash and pick off any discoloured leaves, rough-chop the watercress bunch, stalks and all. Dissolve the chosen fat in a medium saucepan. Add the chopped watercress and stir over a mild heat until collapsed. Remember if choosing bacon fat that this is generally so salty it needs pre-soaking in boiling water before wiping and using. Scatter on the flour, stir thoroughly until thick and pasty, then stir in boiling milk gradually. Simmer for 35min. Emulsify or rub through an ordinary sieve with cooked potatoes. Return to saucepan, raise once more to boiling.

Taste, adjust seasoning with pepper and maybe a mere smidgeon of salt. Serve in heated soup cups and float one or two extra dark green leaves on the top surface of each serving.

**NOTE:** a rosette of piped whipped cream may be added to top surface for special occasions. Just remember to push a couple of watercress leaves on to each rosette.

### RAIE NORMANDE

**INGREDIENTS:** four 5in to 6in long skate backs; 2 very thin, de-rinded bacon rashers (ideally back bacon); 8 medium to large flat mushrooms and their separated chopped stalks; 2oz grated hard cheese; 1 (optional) peeled then *crushed-to-pulp* garlic clove; 1 fl oz vegetable oil; 2 fl oz dry white cooking wine; ¼pt tomato puree; 1 flat teaspoon real curry paste (masala); 1 flat teaspoon salt; 2 rounded tablespoons freshly-milled parsley heads; 1 rounded eggspoon milled black peppercorns; 3oz fine, soft brown or white crumbs; 1 No 2 beaten egg.

**METHOD:** prepare, then mix, garlic pulp with finely-chopped mushroom stalks, cheese, chosen crumbs and half the parsley. Cut the prepared bacon into lengthwise ½in wide strips. Spread vegetable oil over base of a shallow chafing dish. Lay on the 4 skate backs, then season very lightly with salt and pepper. Trellis over the criss-crossed bacon strips. Spread the dark insides of the mushrooms with the crumb mixture. Place stuffed mushrooms over the fish. Work together the wine, tomato puree, masala paste and the well beaten egg. Spoon carefully overall. Cover with aluminium foil and bake on mid-shelf at 325 deg (Gas 3) for 25 to 30min depending on fatness of skate backs. Serve scattered with remaining parsley.

### GARLIC OR HERBY BREAD

Slice through a length of French bread without severing base crusts. Spread the resultant fan of linked bread slices thickly with chosen herb butter on both sides. Press firmly together. Heat for service well-wrapped in foil for 10min at 275 deg (Gas 1) on top shelf of oven. Make up butters: by working into 4oz butter 2 peeled, crushed garlic cloves, 1 scant flat teaspoon salt and of black pepper. For Herby Bread replace garlic with finely-chopped tarragon, parsley or chives.

### SALADE BRESSANE

**INGREDIENTS:** 1 teacupful of cold cooked chicken (brown and white meat) cut into matchsticks; 6 very small gherkins; 12 pointed radishes with ½in stems remaining; 2 No. 3 *thinly-sliced, hard-boiled* eggs; 1 cos lettuce washed and torn; ¼lb cold, cooked chipolatas; 1 teacup real mayonnaise; 12 well-drained and pressed capers; 1lb smallish steamed new potatoes sliced with their scrubbed skins *remaining; 1lb very small,* whole, peeled tomatoes; chopped fresh tarragon.

**METHOD:** mix prepared capers, gherkins and chicken with mayonnaise. Spread torn lettuce pieces neatly over a flat dish. Turn chicken mixture into a mound at centre. Split the cooked chipolatas in halves lengthwise and arrange around chicken mound. Encircle with sliced potatoes then encircle with outer border of very small whole peeled tomatoes scattered with chopped fresh tarragon and finish with a final border of hard-boiled egg. Pare radishes back into petals. Steep in salted cold water to curl and use to decorate.

### CREME BON ACCEUIL

**INGREDIENTS:** ¼pt plain yogurt; ¼pt whipping cream; soft dark brown sugar to taste; 1oz cooking chocolate (couverture) or Chocolat Meunier; 1 level dessertspoon coffee powder; 1 dessertspoon each of Tia Maria or Creme de Cacao and of brandy.

**METHOD:** whip cream until it holds a peak. Draw in the yogurt gradually. Stir in sugar to taste. Place 1fl oz cold water in a tiny pan, add coffee powder and chocolate. When melted and bubbling slightly over a very low heat remove and stir in brandy and Tia Maria. If short of time slip into freezer just to harden mixture sufficiently to spoon into four portions. Otherwise refrigerate for 30min first.

### LANGUES DE CHAT

**INGREDIENTS:** 2oz unsalted butter; 2oz finest possible flour; 1 No 2 egg; 3 slightly-rounded tablespoons vanilla-flavoured fine castor sugar.

**METHOD:** cream butter in a warmed bowl. Add sugar. Beat mixture for 2min. Beat *in previously well-beaten egg.* Draw in a very little flour and beat until smooth. Incorporate remaining flour. Use a teaspoon to draw mixture into thin, flat and narrow 'tongues', on waxed paper on a flat baking sheet. Space at least 1in apart. Bake at 375/400 deg (Gas 5/6) mid-shelf using one only as a first test. When faintly tinged with brown at the edge these biscuits are sufficiently cooked, after which they cool and firm up when removed with a metal spatula from the sheet. Store in an air-tight tin.

# Wrapped up in fashion

A RECENT weekend in New York did make Washington seem a little provincial. Take the matter of men's skirts.

These are not in evidence yet even in Washington's Georgetown, but in Manhattan they are selling to men coming into the boutiques in conservative three-piece suits, according to Greenwich Village shop-owner Paul Monroe.

"Men like to show off. Men like to flaunt, men *like to walk around and* strut," he declared. His own dark skirt suited his eye make-up.

At Chartvari, a trendy Manhattan emporium, brown pinstripe men's skirts sell for $395, with a matching jacket for $315.

At Bergdorf Goodman, male customers have been clamouring for the latest shipment of designer skirts from Jean-Paul Gaultier in Paris.

As with women's clothes, the skirts look best on tall, thin wearers.

***Betty Yoklavich***

IN WASHINGTON

# Mapping out a plan for blind tourists

THIS SUMMER, blind and partially-sighted people visiting Winchester will have a unique amenity; they will be able to go to the Tourist Information Centre and ask for a tactual map and guide of the city centre in Braille.

Winchester has become the first town in the country to provide such a facility and it has come about as a result of a sympathetic and imaginative Tourist Officer, Mark Smith, and the inventiveness of cartographer Ian Greatorex.

"The maps are based on those that blind people are given when they move into an area," said Mark Smith, "but the emphasis is on places of interest to tourists."

Ian, a 22-year-old cartography graduate, lives in the town. Last year he got an Honours Degree from Oxford Polytechnic in geography and cartography and as part of the course wrote a thesis on tactual mapping.

"It was very experimental and I had to borrow a Braille typewriter from a social worker," he said. He became so interested in the subject he applied to Edinburgh University to continue studying it for a PhD. He was offered a place and approached Winchester *City Council for a grant* towards the fees. Mark Smith saw his map of Oxford and was so impressed he asked him to make one for Winchester.

Now Ian has made a large card-backed and brightly-painted map for the partially-sighted to be kept in the Tourist Centre, and portable four-page book versions 11in by 11in with index and key to the symbols which can be borrowed by visitors. All the wording is in Braille.

"The success of the project will depend on other Tourist Centres taking up the idea so a blind person will know that such a map exists," said Mark Smith.

He said many blind people were attracted to historic towns. "They can't see them, but they can get a sense of the size of the cathedral, for instance, through the sound of the bells. Now, if they're going on a guided tour, they can come in here, study the large map and get to know something about the place be*fore they set off.* Or they can borrow the small maps and take them with them."

The maps can also be of value to blind people in general. Fifty-three-year-old Jeffrey Thompson, who works for Barclays Bank in Winchester, was born with glaucoma and lost his sight completely when he was nine. Ian's map has given him a new insight into the town he has lived in for seven years.

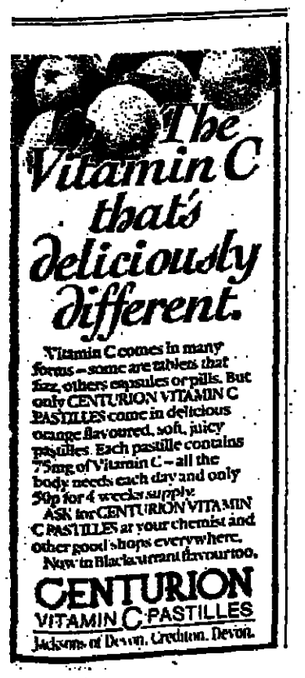
"Before I had the map I could take you from A to B in Winchester, but I didn't know the names of the streets," he said. "I didn't need to. Now I've discovered what they're called. I can tell if a street is curved and by using the symbols, which are EEC-recognised, I know where the grass verges are, the pedestrian precincts, steps, telephone boxes, and lots of other things. It really gives you the feel and shape of the city."

With a grant from the Enterprise Allowance Scheme and a Business Development loan from the National Westminster Bank, Ian is hoping to produce maps for other towns following Winchester's lead.

He has written to 900 Tourist Centres, castles and stately homes, but has only had 10 replies so far, with Tunbridge Wells and Bath the only two expressing interest.

"Some said they didn't have the funds," said Ian, "but for £150 a town could be supplied with a hand-painted map and five guides *and if it only helped a few* people until the idea was more widely known, it would be something."

***Angela Wigglesworth***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# THE DAILY TELEGRAPH

THURSDAY, MAY 2, 1985

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CLASSIFIED ADVERTISEMENTS: 01-583 3939.


## HESELTINE'S FUDGE

IF THE STATEMENT on the Defence Estimates were the accounts of a public company they would at best have sent the share price sliding and at worst been qualified by the auditors. The picture which Mr MICHAEL HESELTINE, the Defence Secretary, is trying to present to the world has only a passing resemblance to reality. The White Paper claims that the defence budget for the current year "will provide for annual real growth in the region of 3 per cent." In order to reach this number there has been some pretty ruthless fudging. On the basis of last year's planned spending of £17·03 billion, the £18·06 billion for 1985-86 represents a 6 per cent. cash increase. If the 3 per cent. real growth figure is to make sense it means that defence inflation is now running at a good deal less than the underlying 5 per cent. prevailing in the economy as a whole. In fact, according to the White Paper on public spending published just over three months ago, the actual out-turn for defence last year was nearer to £17·25 billion. In other words, unless Mr HESELTINE's much-vaunted efficiency drive has produced a staggering reversal of the usually positive relative price effect which applies to defence, spending will barely rise in real terms. If the Treasury has its way in subsequent years defence expenditure will decline by 1·1 per cent. and then 1·6 per cent. in real terms.

The most worrying aspect of this squeeze on the defence budget, after seven fat years in which spending has risen in real terms by over 20 per cent., is that Mr HESELTINE does not seem prepared to accept that some rather painful decisions will have to be made if the books are to be balanced. According to the respected defence economist DAVID GREENWOOD, adherence to the "programme in being" will result in a defence funding gap of nearly £4 billion by 1987-88. Even if Mr HESELTINE and his controversial poacher-turned-gamekeeper ally, Mr PETER LEVINE, succeed in getting spectacularly better value for money, it will not be enough. The signs of strain are already there. Although the commitment is made to maintain a 50-strong destroyer and frigate force, the build rate of new ships is inadequate to realise it. Cheese-paring and salami-slicing can postpone the day of reckoning at some cost to morale and efficiency, but they cannot do so indefinitely.

## SANCTIONS AND NICARAGUA

ONLY CYNICS WOULD take the view that President REAGAN'S announcement in Bonn yesterday of a total trade embargo on Nicaragua was a clever move by the Great Communicator to divert attention from the foul-up, or well-intentioned muddle, over his visit to Bitburg military cemetery. In fact Mr REAGAN has now decided to get really tough with that tiny State on the central American isthmus which none would deny is run by a bunch of youngish Marxists but who more or less fairly won power in last November's elections. He is imposing economic sanctions, among the strongest ever taken by the United States, banning all Nicaraguan ships and aircraft from entering the United States, and abrogating the 27-year-old U.S.-Nicaraguan Friendship Treaty.

It could be argued that Mr DANIEL ORTEGA, the Nicaraguan President, was asking for trouble when he as good as celebrated Mr REAGAN'S humiliation by Congress over a $14 million aid package to the Contras fighting the Sandinistas by straightaway popping off to Moscow. There the Kremlin predictably made all the familiar noises about economic aid, and political and diplomatic support to uphold Nicaragua's sovereignty i.e. maintain the Sandinistas in power. Nothing, it should be noted, was said about military aid but the United States is right when it insists Nicaragua has close military and security ties to both the Soviet Union and Cuba and believes in subverting its neighbours.

Given that Congress opposes military intervention, proxy or direct, and will sign no blank cheques for warmaking, and that the White House albeit reluctantly has now accepted the fact, a further economic squeeze on Nicaragua was a strong runner. Sanctions, of course, are not always successful and can even be counterproductive. But the United States happens to be Nicaragua's top trading partner supplying 20 per cent. of imports and taking 18 per cent. of exports, and a blockade is feasible. America's allies in Europe and elsewhere may prefer to remain aloof from events in Nicaragua, trusting, no doubt, that all will be well just as long as its government does not opt for a fully fledged Marxist-Leninist dictatorship with all that entails. Sanctions might drive Nicaragua further into the Kremlin's embrace. Hopefully they will bring about a cease-fire, and give the Contadora regional peace effort a new lease of life.

## NO TIME FOR INDIFFERENCE

SOME TORY SUPPORTERS may be tempted to vote for the Alliance or abstain in today's local government elections. There will be many reasons for this: a desire to give the Government a mid-term warning that its support cannot be taken for granted, concern about the teachers' strikes or proposals to abolish the State Earnings Related Pension and a general dissatisfaction about the way the Government has managed the economy and failed to reduce unemployment. Add to this a clear demoralisation among its supporters in the shire councils and a somewhat lacklustre campaign and there is the recipe for a rather gloomy result.

A surprisingly large number of people believe that the result of the elections has little relevance. According to a Gallup poll in today's DAILY TELEGRAPH, nearly as many voters thought the result did not matter as said that it did. It is an attitude partly born of a belief that nowadays central government controls everything and partly because in the shire counties the Labour Left still has to make the inroads that it has done in the metropolitan areas. Another disturbing conclusion is that people are prepared to pay higher rates if that means better services. The Government's argument that it is possible to cut spending and retain services does not seem to have got across.

It remains to be seen if voters will feel the same way after a year's rule by a Labour or a hung council. Rates in Labour counties have risen more quickly than in Tory councils, though they appear to have successfully laid the blame—however unjustifiably—at central government's door. It may well be that the lure of the Alliance and the newly respectable Labour party proves attractive especially at a time when the Government is unpopular. But should people wake up on Friday to four more years of Labour rule or even a hung council, they will have to pay for the consequences.

# Why the Tories must build up a new head of steam

**RICHARD RYDER, MP, argues that there is a long way to go for Mrs Thatcher's Government**

IT was a poor week for the Conservative Government and little better for the Opposition. The Prime Minister took flak for being absent again, in Washington and Ottawa, playing the part of a world statesman.

At home, in a by-election the Conservatives lost 9,500 votes and Labour 5,500 while the Liberals gained extra support. A two-day House of Commons debate on the uncertain state of the economy seized headlines, and a Government committee reported on the virtues and vices of phone tapping. And never to be outdone, Labour's dear old national executive committee contemplated joint activities with the Soviet Communist party.

★

THE year was 1957, in the fourth week of October — exactly six years after the Conservatives were elected in 1951, and two years before the 1959 General Election — which was a landslide victory for them.

Now it is six years since the Conservatives returned to power in 1979. Has the Government run out of ideas and steam and has Conservative self doubt (an established disease) crippled their morale? These questions, and several others, are being answered most vocally — and sometimes more effectively — by the Government's detractors in the House of Commons and media. Yet the Government not only has a credible story to tell but years of work ahead if its aim of transforming Britain is to be achieved.

The length of time required is no surprise to the realists who appreciated the gravity of the British disease in the 1970s and ascribed it to decades of collectivism and, of course, paternalism, that arch foe of enterprise.

It is a disappointment, though, to the ingenues who felt that quaint industrial and social attitudes would disappear once inflation and public spending were contained, more people owned homes and rotten trade union bosses received their comeuppances. If only it were so simple.

Industrial and social attitudes towards capitalism and personal responsibility have improved, yet an enterprise culture cannot evolve overnight. Besides, people on shop floors, or in open-plans, need even greater stakes in capitalism than those provided by home ownership and anonymous pension schemes.

They also need to see, around them, evidence of management commitment to wider share ownership. Alas, this task is made tougher by well placed paternalists, many of whom have spent careers conducting orderly retreats for capitalism, sometimes in the face of phantom opposition, and who cannot readjust to progress.

In this respect the difficulties confronting the Government are underlined by the serious contrasts between the British record on productivity and unit labour costs in manufacturing, and the figures of our major competitors. No wonder our position is still so bleak when the chairman of ICI helps himself to a £2,200 a week pay bonanza, and the director of the Scottish CBI lacks the nous to grasp that high wage rises cost jobs despite the fact that apprentice wages in the United Kingdom are on average 60 per cent. of adult totals, whereas in West Germany they are 20 per cent.

It is also sad that the abolition of the national insurance surcharge and other Government incentives to industry for investment purposes have often been squandered in pay awards instead.

To balance that is the impression that new breeds of managers are replacing the "orderly retreat" paternalists, who have dominated parts of British industry for so long with such damaging results.

Against this backcloth, the momentum of reform must be kept up, and its scope broadened to embrace a wider appeal. The language and priorities of 1979 are still appropriate, but may be insufficient to carry the Government through to a certain third term.

What does this entail? There are several measures which should be included in the next Queen's Speech, and presented as part of a co-ordinated package, not just as individually desirable. Labour mobility should be given a boost by introducing portable pensions and decontrolling new tenancies in the private rented housing sector, roads along which the Germans and the French have already travelled.

The Government's success with British Telecom needs to be followed up imaginatively for only 8 per cent. of British shares are in personal hands compared with 25 per cent. in the United States. A need for a genuine people's capitalism necessitates another look at the French Loi Monory system, which led to an extension of personal ownership by allowing tax deductions on income for purchases of new equity capital in quoted and unquoted companies.

Progress has already been made in competition policy but there is a long way to go. The recent drive to open up the professions to competition is particularly welcome. The Consumers' Association estimate that conveyancing charges have fallen by 30 per cent. over the past year following full exposure of the solicitors' monopoly.

Yet in Britain, legal remedies for the abuse of market power are inadequate. In the United States anti trust laws combat cartels, collusive behaviour and discriminatory discounting under the Robinson Patman Act.

More importantly, American laws allow individuals and firms, as well as Government agencies, to enforce anti trust laws. Britain's paternalistic system leaves the Director of Fair Trading with too many responsibilities, some of which should be privatised.

British planning laws, and the delays they cause, are seriously handicapping the self-employed and small businessmen all over the country. For example, the Stolport proposal for London's docklands, an exciting project, is still being held up by bureaucracy years after it was first mooted by Mowlem. There is no reason why the 1947 Town and Country Planning Act should not be amended to stimulate activity where demand exists.

Further blows against paternalism should be struck by permitting Sunday trading and reforming licensing laws. Successive Home Secretaries have ducked out of taking action but Mr Leon Brittan appreciates that Sunday shopping and the liberal licensing laws are vital to the principles of personal freedom.

★

THE differences, now within the Government, in so far as they exist, are between the ingenues and the realists. The ingenues want to call a halt to the Government's reformism: they thought wrongly, poor souls, that the task of re-shaping Britain would be straightforward and that every card would fall into place, just so. The realists, on the other hand, knew differently. They are right. We should all hope that they maintain the upper hand.

But they cannot be expected to do so unless the political aims of the Government are kept at the forefront of Ministers' minds, and their natural inclinations for consolidating ground already won are overcome by their desire to secure new territory.

In October 1957, Mr Harold Macmillan must have wondered whether his prospects for retaining office in 1959 were all that bright. From time to time some Ministers, today, may have the same doubts. They should be dispelled — whatever today's local Government elections tell us.

*The author is Conservative member for Mid-Norfolk.*

# LONDON DAY BY DAY

## Livingstone gives lesson to Kinnock

DESPITE barely concealed hostility from Neil Kinnock, Ken Livingstone, the Left-wing leader of the GLC, is now likely to set the tone for Labour's advertising campaign at the next General Election.

Labour leaders have been impressed by the aggressive £10 million advertising campaign devised, in part, by Boase, Massimi, Pollitt in favour of keeping the council.

The Labour party, unlike the Tories, has traditionally been hostile to the ad-men and has only consulted them as elections have become imminent. But Robin Cook, Labour's campaign co-ordinator, has just set up a "think tank," in which Boase's joint managing director, Chris Powell, is playing a significant part, to plot the party's advertising strategy.

With his agency's slogan "Say No to No Say" Labour found an issue with which to defy the Government. Despite his personal distaste for Livingstone, Kinnock is clearly determined to learn his lesson.

## Caught napping

RICHARD HOLME, director of the Constitutional Reform Centre and former president of the Liberal party must today be rueing a singularly unfortunate example of bad political timing.

This morning, amid a flicker of publicity, the centre unveils the findings of a Mori poll which shows strong public opposition to political donations by businesses.

Plans for today's announcement were made well before Tuesday's embarrassing disclosure that the Liberals had benefited from the largest such donation ever made—£188,000 from the British School of Motoring. Holme will clearly have to do some fast talking.

*A considerable debate has been raging in the Kent village of Otford over the purchase of more burial land now the churchyard is full. The local* NEWS IN FOCUS *put the matter in perspective last week when it reported: "Debating the urgency of the situation at the parish council meeting, some members suggested putting a crematorium on the wanted site, since 'going all the way to Tunbridge Wells to be cremated is a dreadful inconvenience'."*

## Sanity prevails

MANY readers were disturbed by my disclosure that the Left-wing GLC was planning to inaugurate a memorial to the victims of the Blitz on the anniversary of the RAF raid on Dresden.

After pressure from the Tories, joined by older Labour members who remember the suffering endured by Londoners, the council has now changed its mind and the £15,000 memorial will be unveiled on the anniversary of either the first or last Nazi attack on London.

The GLC has also agreed to drop references to Dresden or Hiroshima on the monument, but despite this the Conservatives at County Hall are wary. Neville Beale, the Tory spokesman on public services, tells me: "We are still going to have to watch them like hawks to ensure they don't stick something on the memorial like a reference to nuclear free zones."

## In the picture

GUESTS arriving at No. 10 for Mrs Thatcher's dinner party for the Canadian Prime Minister Mr Mulroney, were surprised to find the interior bathed in television lights and cameras turning as the two Prime Ministers stood receiving.

Earlier in the week it had been reported that some of Mulroney's entourage, keen to make the most of his opportunities, had sought to get TV cameras into Buckingham Palace, where he lunched yesterday with the Queen.

So guests at No. 10, none of whom could remember television being admitted for an evening function, concluded that Mulroney must have a lot of clout.

They were entirely wrong. This year marks the 250th anniversary of No. 10, first occupied by Walpole. A film is being made about the place for showing in the autumn, so this was just a happy coincidence for the photogenic Mulroney.

## Full and bye

THE life of Max Aitken was of such rumbustious ebullience that few will hear of his death without adding relief to their feelings. For nearly ten years he suffered increasing incapacity from a series of strokes which culminated three weeks ago in the amputation of a leg.

In better times in Australia for the Sydney to Hobart yacht race, Sir Max was intrigued to see a Roman Catholic priest arrive on the dockside to bless his boat Crusade just before the start. The priest was greeted by Sir Max with a cry of: "We have a lot in common—you are a Catholic and I am a Presbyterian. We're both extremists. Damn all moderates." Crusade was first to finish.

## Bowled over

HOT blooded Australian cricket teams are none too complimentary about our weather in early summer and this year's party will have more cause for complaint than most. Back on the 1972 tour their fast bowler David Colley once wore three jerseys, a shirt and a vest when the temperature was only 54 deg. F.

Christopher Martin - Jenkins's "Cricketer Book of Cricket Eccentrics" also recalls that even the players are sometimes bored by the game. England's spin bowler, Phil Edmonds, has twice been in trouble with the authorities—once for lying on his back in the outfield and the second time, during a slow Calcutta Test match, for reading a newspaper.

But perhaps the oddest item in the book is the reproduction of a laconic final score in the Quad I Azam Trophy in Karachi, 1959. "1st innings Abdul Aziz retired hurt—0. 2nd innings Abdul Aziz did not bat, dead—0."

## Power to his elbow

IN ARGYLLSHIRE to taste the splendid seafood now being farmed in Loch Fyne by former merchant banker Johnny Noble, I discovered that Noble not only possesses bountiful oyster beds but an early hydro-electric power station.

His home, Ardkinglas, at Cairndow, the village at the head of the loch, was built to the design of Sir Richard Lorimer in 1907. Lorimer also devised a dam which harnesses a small river, a power house and turbine.

Until 1983 only Ardkinglas benefited from the home-spun electricity but then the Government's energy Bill allowed anyone producing enough kilowatts to sell them to the national grid. Noble's plant generates a surplus of about 80,000 kW a year, yielding about £4,500.

## Lost lobby fodder

LABOUR party managers in the House of Lords yesterday were seething over the absence of four peers from the crucial vote on the Government's local government abolition Bill. It passed by four votes.

The Bishop of Southwark mysteriously disappeared on the day, Lord Avebury, the Liberal peer, was five minutes too late because he had been writing letters and another Liberal, Lord Tanlaw, was caught in a traffic jam in Knightsbridge.

Most embarrassing of all was the loss of Baroness Vicker's vote, a Conservative who opposes abolition. She mistakenly went through the wrong lobby.

## Own goal

A HAMPSHIRE reader swears that he saw two stickers, side by side, in the rear window of a car near his home the other day. They said: "Protect Wildlife", "Support Portsmouth FC" ...

**PETERBOROUGH**

*LETTERS TO THE EDITOR*

# THE POPE AND THE PRINCE

SIR—Your leader (April 30) on the question of Prince Charles's attendance at a Papal Mass, includes the statement that "the fundamental objection . . . is that one day he will be Governor of the Church of England."

With respect, Sir, the real fundamental objection is that the Pope *does not recognise* the Prince as the future head of the English Church, any more than he recognises the present Sovereign as its current head.

Until this happens, any transaction of a religious nature between these eminent figures must rest on a false foundation.

The Papacy has never recognised the supremacy of the monarch in England, but this issue is being carefully fudged by individuals in both Churches who feel that unity is more important than openness.

The present Pope has some admirable qualities as a man, but the claim tacitly staked when he knelt to kiss the earth of this country, is one that many Church members, not only Dr Paisley and "extreme evangelicals . . . a handful of English Protestants," would resist most determinedly.

Earlier this year a group of West Country churchmen went on record as saying they believe we are all being softened up to accept a Roman takeover. This was reported in sections of the Church Press.

Your leader points out that the Church of England is currently in such decline that the status of its "Supreme Governor" is in danger of becoming an anachronism. That may be so at present, but things could change and many of us fervently hope they will.

And in any case, if the position of Head of the Church of England is indeed so unimportant and trivial as your leading article makes it sound, how is it that the Pope cannot give way on this "small" point and accept with good grace that the English are eccentric enough to prefer their own Sovereign Lady to hold this position?

The fact that the Vatican is unyielding on this is a clear indication that the matter is not as anachronistic as some would like to have us believe.

MARGOT LAWRENCE
Edgware, Middx.

## A chance missed

SIR—It is to be hoped that some reputable organ of the media will let it be known that not only Roman Catholics, but many Protestants, deplore the fact that their Royal Highnesses were prevented from sharing in the Pope's private Mass.

When there is so much talk of reunion, what a wonderful and simple gesture of reconciliation this would have been.

CATHERINE WALLETT
Hawkshead, Cumbria.

## Political tiger in tank of nuclear disarmament

SIR—In his article headed "Peace movements that are spreading the word of Marx" (April 23), Mr Blake Baker made only a brief reference to the Campaign for Nuclear Disarmament.

I was a "founder marcher," to and from Aldermaston, and other places, between 1958 and 1964, former "marshal" of the Hampstead CND contingent and also informally solicited as to whether I would be prepared to stand as candidate for the general secretaryship in the early days.

Much was made by CND (and the Press too, especially the "liberal" and Left publications) of the political neutrality of this movement. But the fact remains that a thick seam of Left-wing commitment soon put the political tiger in CND's tank at rank-and-file and committee level in London, and outside.

Although anxieties were sometimes ritualistically expressed regarding "the People's" nuclear bombs, anti-Americanism was, and is, endemic among CND marchers and supporters. It is an axiom of Left-wing fundamentalism. Christopher Price, in his book "The Disarmers," also refers to "the virulent anti-Americanism expressed (by members of the CND) in the columns of TRIBUNE.

Deducting Left-wing support from CND would (and still would) have made a huge hole in its ranks. Deducting Left support from CND's conception, management, and administration would have meant no CND at all.

Thus, CND's London region publicity committee had (in the early 1960s) a Communist party chairman, other members were mostly Communist party or Left-Labour including the writer (ex-Communist party).

CND's policy of a nuclear-free United Kingdom would result in a neutered Nato, a "Finlandised" Europe, and an isolated United States. This has been a major aim of Soviet policies since the 1950s.

PETER ABRAHAMS
London, N.W.3.

## Hijacked council

SIR—As a former general secretary of the National Council for Civil Liberties, I must, in perplexity, agree with your leader "Whose liberty?" (April 30).

At two successive annual general meetings, those present, including some but not all trade unionists, shot their organisation in the foot and then the heart.

Collective and individual rights can be compatible. The Government is asserting State domination and promoting authoritarianism in a way which polarises opinion. Conservatives are at fault for, with important exceptions, not, through organisations like the NCLL, trying to link principles and practices.

But the NCCL has been hijacked by a bunch of authoritarians of the Left and we all stand to lose.

As one of the libertarians left, I reassert my plea for all libertarians, Left, Right and unwilling to accept either crude label, to come together in campaigns on particular issues or to help to create an alternative to the now discredited NCCL.

The incorporation into domestic law of the European Convention of Human Rights might help.

TONY SMYTHE
London, N.4.

## Disease of apathy

SIR—Lord Grimond's reference (Personal View, April 29) to Scottish ratepayers is timely. I am anything but apathetic about the rise in my domestic rates of 50·57 per cent., following revaluation, but I would like to know what Lord Grimond recommends me to do: refuse to pay? Go to prison as a martyr? Assassinate my regional and district councils?

I have already written to the Prime Minister and my MP and received the usual assurances of sympathy and urgent action. However, my rate demand has arrived, and presumably, must be paid.

I am anything but apathetic, but what can I do?

CEDRIC THOMSON
Edinburgh.

## Job creation

SIR—The chairman of the Housebuilding Council seems to suggest that there is a need to generate more jobs in the South-East of England with attendant demand for more houses and factories (April 25).

Surely the need is to create jobs in the North where unemployment is a major social problem? Creation of more jobs in the South-East only exacerbates the problem of unemployment elsewhere and at the same time destroys the South-Eastern landscape.

Could it be that the housebuilders find development less profitable in the cities and the North? It is perhaps a case of not being able to see the woods for the greed?

DEREK MARTIN
Chairman,
Chiltern Soc.
Marlow, Bucks.

## Keyboard mathematics as a substitute

SIR—So the school inspectors recommend, after the Cockcroft committee on mathematics teaching, that long division and logarithms should go for the under-16s.

The main impetus for change seems to be that maths exam results are not very good. I doubt that they will be improved by successive removal of such "impediments," any more than they were by the previous fall from favour of rote learning of multiplication tables.

A society that cannot multiply or divide (and it may well not be too hot on addition and subtraction) is then to be taught more of the use of calculators and computers. Is this the sound basis for teaching suited to application in normal life that is the claimed aim?

Keyboard mathematics, thinking through the finger-tips, is dangerous as a substitute to, rather than an aid in, numeracy. Faults in keying or key sequences lead to the "rubbish in—rubbish out" problem; the precision of the result may too easily be seen as accuracy.

As this negative progress in simple arithmetic continues, the adult of tomorrow, with a basic education only, is condemned to lose a simple ability—a feeling of numerical size and sense of blunder. And fumble or blunder is the big risk with calculators.

The operators of simple comptometers, which were introduced early this century, at least knew what arithmetic was about. By the end of the century a large part of the population will have as much sense of number manipulation as the Romans, with their letter numerals.

I can only suspect that the teachers and academics who have been involved in these proposals, and their acceptance, do not have a clear view of the application of mathematics outside the classroom; this may account also for the obvious failure of that profession to "get it across," long reflected in exam results.

Please, cannot the Education Secretary take wider advice, so that the real road to practical mathematical ability is followed, even for those who do not go on to higher education rather than a path that is still, in spite of disclaimers, directed at school "results" of the right size?

Innumeracy, as much as illiteracy, is surely much too important to the whole future of today's schoolchild to be risked by the application of yet another fashion—determined of teachers and by teachers and, it might appear, for teachers.

H. A. HOPKINS
Wokingham, Berks.

## Trouble with calculators

SIR—The Chinese have had trouble with calculators for many centuries.

I can remember vividly when in Singapore a few years ago I was buying a few things in a Chinese shop. While the girl was working it out with her abacus I was able to do it much more quickly mentally.

She was amazed.

R. J. LEES
Lower Bourne, Surrey.

## No punishment

SIR—Sir Gilbert Longden ("Seeking a Solution to School Vandalism," April 20) must have the concurrence of countless thousands in his proffered solution, but surely in the context of this nation's subservience to the Strasbourg tablets there can be no physical punishment of the malefactors, however dire the need?

Let us never cease to proclaim, Sir, that we live in a hypocrisy.

JOHN F. RYDER
Wallasey, Merseyside.

## Oxford admissions

SIR—The first paragraph in Miss Margot Norman's report (April 23) about Oxford University's attempt to attract more pupils from State schools is a little premature.

Oxford's new admissions system comes into effect *next year* so that its results can hardly be shown in this year's admissions figures. As Miss Norman explains, the bulge in independent school entry is because of the last generation of seventh-term applicants as well as the usual number of fourth-term applicants.

Her report does, however, suggest that entry may not be possible in future for post-"A"-level candidates. This is emphatically *not* true. They are not eligible to enter by the written examination method but we would be delighted to consider post-"A"-level candidates, on the basis of their academic merit and an interview, with all other candidates, in December.

In her last paragraph she suggests that the (relatively small) drop this year in State school applicants "could be due to a general feeling that the new system would make it harder to get a place." What we said was: "The knowledge of the increase in competition to be faced at Oxford *this year* (i.e. under the end of the old system) resulted in some prospective applicants from all types of schools applying elsewhere."

We expect the figures for State schools to return at least to normal for the applications for 1986/7.

(Mrs) ANNE LONSDALE
Information Officer,
Oxford University.

هكذا من الأصل

# '£100m shortfall' in new shock for Lloyd's syndicate

By R. BARRY OBRIEN

MEMBERS of a Lloyd's syndicate under Department of Trade investigation into claims of misappropriation of £38 million of their money have now suffered an even bigger blow.

New losses which could exceed £100 million have come to light since the recovery last year of most of the missing £38 million.

The discovery has sent fresh shockwaves through Lloyd's, hub of the world's insurance market, and further dented its tarnished image.

The losses have resulted from business transacted in 1982 when the syndicate was managed by Mr Peter Dixon, a former chairman of PGW Underwriting Agencies, a subsidiary of the Minet Holdings insurance group.

### £1 million fine

Mr Dixon, who is alleged to have received £8,400,000 of the misappropriated £38 million, was dismissed after the start of the Department of Trade investigation in November 1982 and a High Court action against him for recovery of the money.

He has since been fined £1 million by Lloyd's disciplinary committee and expelled for life. He is now an insurance broker in Miami.

As a result of the misappropriation, some syndicate members were threatened with insolvency because of inability to meet cash calls and insurance claims.

### £25 million retrieved

Inquiries and legal actions in several countries including Switzerland and Liechtenstein recovered £25 million of the money which had been channelled into a trust fund in Gibraltar.

It was refunded to syndicate members and the balance of £15 million still missing was made up by Minet Holdings and an American company, Alexander Services Inc.

The syndicate is now under the management of Richard Beckett Underwriting Agencies, also a subsidiary of Minet Holdings.

The new losses for 1982 have come to light now that accounts for the year are being prepared at the end of the three-year Lloyd's accounting period.

Mr J. R. K. Beckett, chairman of Richard Bennett Underwriting Agencies, has written to members of the syndicate, No. 918, warning them than substantial financial demands may be made upon them.

"I appreciate that this news will obviously cause you great concern. I must obviously ask your forbearance until such time as we have completed our review," he says.

A spokesman for the company said Mr Bennett would be writing to members again today detailing the size of the losses and the amounts required from them.

Members of Lloyd's have to show they are worth at least £100,000 and deposit £25,000 in cash. Assets of £100,000 entitle a member to do business to the value of £200,000 in premiums.

The present individual premium limit of £600,000 is to be increased to £1 million next year.

A Lloyd's spokesman said: "The same people who were done out of £38 million have now been hit by these very havy new losses. It is unfortunate for them that members of Lloyd's are individuals in trade and cannot limit their liability.

"If a managing agent says 'Sorry, chaps, we've made a thumping great loss and you've each got to cough up £50,000,' they have to do it. They are totally liable to their last penny."

## 'BLESSING IN DISGUISE' FOR LOCAL PRESS

Recent disputes at newspapers in Portsmouth and Wolverhampton over new technology have changed the pattern of industrial negotiation in the regional Press, Mr Tim Morris, retiring president of the Newspaper Society, said yesterday at its annual meeting in London.

Mr Morris, chairman of the Birmingham Post and Mail, said the industry now had a chance to change old practices to the benefit of employers, employees and customers.

He gave a warning of the threat to newspapers posed by commercial radio, cable television, and a BBC which might carry advertising. Mr Morris is succeeded as society president by Mr Robbie Thomas, 52, vice-chairman and editorial director of North Wales Newspapers.

## WOMAN'S BODY FOUND IN LAKE

By Our Crime Staff

The body of Miss Lisa Jerome, 25, who disappeared in her night clothes five days ago from temporary accommodation for the homeless in Streatham, London, was found in a boating lake in Crystal Palace Park yeterday.

## REFORMS ROW AT EXCHANGE

By A. J. McILROY

SMALLER member firms of the Stock Exchange are to be offered greater compensation if they drop opposition to reforms the Exchange's ruling council says are necessary for survival in the new technology age.

The gesture is to be made in a letter from Sir Nicholas Goodison, Stock Exchange chairman, to the 4,500 membership.

The council has decided that without its reform package the Exchange will jeopardise its future as a central money market.

International banking, insurance and other financial institutions have the computer technology to by-pass the Exchange and its services unless it "accommodates them and the new technology era."

The solution, the council decided, was for member firms to sell control to the outside "giants" who would achieve their aim of buying into the Exchange, its prestige and services, thus ensuring its future for all members, big and small.

### Hostile silence

The letter makes it clear to members that the present proposed maximum value of "compensation" shares at £10,000 will no longer apply and that a higher figure could be agreed.

Sir Nicholas was shaken by the "hostile silence" that greeted his attempts in London on Tuesday to win over a meeting of brokers.

This was the first of a series of meetings with Exchange members in London this week. Sir Nicholas can expect more hostility when he visits Leeds, Glasgow, Manchester, Liverpool, Bristol and Birmingham, from May 15 to 18.

### 75 p.c. majority

The ruling council's reform package comes before the entire membership, voting by proxy if necessary, on June 4 in London.

The council needs only a simple majority for its proposal to allow outsiders to buy control of member firms.

But it requires a 75 per cent majority to get through recommendations including the one dealing with "compensation" for members too small to attract outside buyers.

Small member firms protested that they were being "short-changed." Partners in the big firms were making millions by selling control to outsiders while they had to be content with a maximum "pay off" of £10,000.

## UN STAFF PROTEST

By Our Geneva Correspondent

Bureaucrats at United Nations headquarters in Geneva have reportedly held a brief work stoppage to express concern over the quality of food in the building's restaurants and a reduction in the size of drinks poured at its delegates' lounges.

Miss Sydney Biddle Barrows dancing with her escort during the ball organised to raise money for her legal defence.

# *Ball for Miss Biddle has a bizarre touch*

By IAN BALL in New York

NEW YORK society yesterday was trying to find the right pigeonhole for one of the most bizarre social events in the city's recent history.

It was a white-tie ball that attracted refined Biddles from Philadelphia's Main Line, call girls from Greenwich Village, Wall Street lawyers and a pornographer or two.

The event even had a link with that fundamental episode in the establishment of the American aristocracy, the arrival in New England in 1620 of the pilgrims who had sailed from England aboard the Mayflower.

Tuesday night's affair, in fact, was known as the Mayflower Defence Fund Ball. The 300 guests paid around £32 each o ensure that a Biddle in trouble could afford the best possible lawyers.

A Biddle in trouble? Well, no Biddle over the centuries has been charged with running a house of prostitution until now.

So, for Miss Sydney Biddle Barrows, a 33-year-old blonde blue-blood, the ball was organised as part of the efforts to restore a tarnished corner of the family honour.

Miss Biddle Barrows, a slim beauty, has become lately a staple for the American tabloids. On the day of her arrest last year she was dubbed the "Mayflower Madam," a name she has now trademarked in case someone else tries to make off with the film rights.

For her appearance at the ball she chose a strapless pink taffeta gown, set off by Biddle family jewels, including an antique pearl necklace and long white kid gloves. She received her guests like a debutante at a coming-out ball.

A few individuals with listings in the New York social register appeared in a gesture of solidarity. Distant cousins Ernest and Anna Drexel Biddle motored up from Philadelphia.

Miss Biddle Barrows is due in court next week on charges that she was the mastermind behind a high-class prostitution ring directed from a town house on Manhattan's fashionable East Side.

Her explanation is that she was simply running a high-class escort agency.

## ROYAL TOUR REST DAY

By ALAN COPPS in Bari

THE Prince and Princess of Wales spent yesterday at sea aboard the Royal yacht Britannia on their way from Sicily to the southern Italian port of Trani, where they will disembark today before visiting the provincial capital of Bari.

It was the first full day of rest for the couple during their 17-day "Grand tour" of Italy, which has met with a warm and friendly reception from people throughout the country.

Today they will visit the cathedral of Trani and will then go sightseeing in the centre of Bari which dates from the times 1,000 years ago when crusading Normans dominated this part of Italy.

In addition to their sightseeing the Prince and Princess will visit a school for deaf children, have lunch at Bari Yacht Club and hold a reception aboard Britannia this evening. The Royal Marines band from the Royal yacht will beat Retreat on the quayside.

Tomorrow will be another rest day while Britannia sails to Venice where the tour will end on Sunday. It is expected that the young Princes William and Henry will be flown out to join their parents there.

The Britannia is then expected to take a short Mediterranean cruise before the Royal party return to England from Sardinia.

# Hay fever wrecks university hopes in summer exams

By SARAH THOMPSON Education Staff

HAY fever can have such a bad effect on examination results that a third of all teachers would like pupils to sit summer examinations earlier, and believe that chances of a university place can be demolished by the allergy.

About 100,000 young people this summer will be suffering from hay fever while taking important examinations, says a report published yesterday.

Many will drop out of the exam race after O-levels.

There will be the worst sufferers, who cannot face another sumer of trying to beat the examination hall clock with streaming eyes and noses.

Dr John Guy, a deputy head and science teacher at Trinity School, Leamington Spa, and Dr Tom Smith, the medical journalist, say hay fever can reduce a pupil's marksby five per cent.

### Fear of excuses

This has to be set against the fact that examination boards divide candidates into grade groups in such a way that sometimes 1·8 per cent. can be the difference between a grade B and a grade D at A-level.

Some teachers inform examiners and universities if a pupil is a sufferer, but 14 per cent. of the teachers in the 305-school survey would not do so in case it was thought to be an excuse for bad performance.

In Scotland exams are taken in early May.

But the Secondary Examinations Council is very reluctant to consider any changes to the exam timetable for the sake of the 10 per cent. of candidates who suffer.

"It would mean altering the entire school and academic year," said a spokesman yesterday. "It would mean flying in the face of tradition."

Sufferers wil soon get the bad news that the new GCSE examinations will probably (after consultation) be taken slightly later than current examinations, and be confined to June.

### Dust and grass

Schools could help hay fever sufferers by finding a room with closed windows, said Dr Guy. But, he added, this is impracticable in most schools.

Teachers could allow sufferers to take exams somewhere gymnasium—dust is a serious irritant to children, not only hay fever sufferers—which is usually near a playing field covered with mown grass.

## TOUGHER ACTION ON TEACHERS

By JOHN IZBICKI
Education Correspondent

EMPLOYERS in various parts of the country toughened their attitudes towards striking teachers yestesday.

In Cambridgeshire and Norfolk, teachers who have been withdrawing their "goodwill" by boycotting after-school staff and parent meetings, have had their pay docked at the rate of £2 for every meeting missed.

"When parents meetings started 10 to 15 years ago it was absolutely clear that they were voluntary. Now they are taken for granted,' said Mr Nigel de Gruchy, deputy general secretary of the National Association of Schoolmasters and Women Teachers.

### Furious parents

In Leicestershire, parents were furious when teachers went against their union's strict guidelines and walked out of examination classes preparing pupils for O and A levels and the CSE, shortly to be sat.

The teachers cocked a snook at the advice of the National Union of Teachers because, they claimed, only the invigilation of examinations had been exempted from strikes.

"The annual conference at Scarborough of the NUT made no mention of examination classes and we do not agree with the guidelines the union has sent us." Mr David Pollard, divisional NUT secretary for Leicestershire, said.

Another London borough — Brent—as well as Tameside in Greater Manchester have joined the authorities that have decided to band together to pressure and support the teacher's case. This brings the number of authorities to 31.

Meanwhile, a new hit list of 39 areas that will be seriously disrupted by strikes next week was announced by the NUT last night. They are:

Bury, Sefton, Trafford, Wirral, Rumberside, Rotherham, Barnsley, Kirklees, Doncaster, Bradford, Nottinghamshire, Northamptonshire, Lincolnshire, Leicestershire, Walsall, Solihull, Wolverhampton, Warwickshire, Staffordshire, Suffolk, Norfolk, Hertfordshire, Essex, Cambridgeshire, Surrey, Kent, East Sussex, West Sussex, Hampshire, Cornwall, Berkshire, Gloucestershire, Oxfordshire, Wiltshire, and the London boroughs of Barnet, Merton, Bexley, Barking and Croydon.

As the world's first operator of the BAe 146 jetliner Dan-Air congratulates British Aerospace on its receiving the Queen's Award for the technology of this new aircraft.

DAN AIR SCHEDULED SERVICES

This announcement appears as a matter of record only.

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# Investors grow bolder

ACCOUNT: April 29-May 10.
PAY DAY: May 20.
BARGAINS TRANSACTED: 19,161.
RISES: 433. FALLS: 255.
UNCHANGED: 1,043.
EQUITY TURNOVER (April 30): Number of bargains 19,622; value £976·1 million.
Shares traded: 179·8 million.

F.T. STOCK INDICES, May 1, 1985

| | Index | Change | High | Low |
|---|---|---|---|---|
| Indust. Ord. | 978·4 | + 7·0 | 1024·5 | 923·7 |
| Govt. Secs. | 81·13 | − 0·15 | 82·60 | 78·02 |
| Gold Mines | 487·1 | − 14·2 | 535·9 | 439·5 |
| Fixed Int. | 85·65 | − 0·03 | 85·19 | 82·17 |
| Ord. Div. p.e. | 4·61 | − 0·08 | 5·29 | 4·22 |
| Earn Yld p.c. | 11·69 | − 0·09 | 12·39 | 9·00 |
| FT-SE 100: | 1301·5 | − 10·5 | 1309·9 | 1206·1 |

STOCK markets enjoyed a generally firm session yesterday as new investment activity was encouraged by the optimism expressed in the latest survey from the Confederation of British Industry. With Lord Boardman, chairman of National Westminster Bank, intimating that further cuts in interest rates are on the cards, investors seemed to be feeling rather more confident about a resumption of the bull phase.

In the event, the expanding activity covered a wider range of industrial issues, with consumer stocks such as breweries and foods well to the fore.

Continuing enthusiasm for new developments on the takeover front was reflected in speculative demand for many of the old bid favourites, while company results and interim reports again prompted good features. The overall brighter tone saw the main market indices in good form, the "50" index closing 7 up at 978·4 and the "100" index 10·5 higher at 1,301·5, the latter being only 8·4 below its previous peak.

News of a possible consortium offer for Haden in opposition to the bid from Trafalgar House left **Haden** shares 20 higher at 331p after 333p. **Trafalgar** improved 4 to 346p. After a bout of profit-taking down to 435p in **Thorn EMI** early in the session, the shares were again supported on takeover hopes and rebounded to close 12 higher on balance at 456p, after 469p.

The stores sector continued to meet takeover speculation and **Owen Owen**, which advanced 30 on Tuesday, climbed 27 more to 255p, after 260p, albeit in thin market trading where deals were usually limited to 1,000 shares. Another old favourite to meet demand was **Elys of Wimbledon**, which jumped 55 to 465p, also in a thin and sensitive market; Owen Owen owns a large stake in Elys of Wimbledon.

Whispers of possible new bid developments helped **Westland**, 5 better at 149p, after 150p, while there was similar talk in **Tootal**, 2 firmer at 76p. Other bid fancies included **Evode Group**, at 140p, **East Midland Allied Press**, at 138p, and **Evered**, at 216p.

In contrast to the equity sections, government securities suffered a rather drab session against the background of the weakening pound, but selling was minimal and investors were said to be studying the market's yield structure with a view to buying action. The printed lists showed little change, but late values were £1/8 easier for choice.

Solid support developed for **Bowater** and the shares quickly climbed to 262p before ending 17 higher at 261p. Buyers were also looking at **Reed International** after confirmation of the sale of the groups wallpaper interests; the final price was 552p, up 6.

Following late overnight selling from the United States when the share price of **B A T Industries** touched 300p, the shares opened on a much steadier note at 318p and subsequently improved to 320p, a rise of 9 on the price prevailing at 5 p.m. on Tuesday. Dealers in **British Aerospace** considered the new Government offer price to be "rather tightly pitched" and the existing shares were 5 down at 390p, after 385p.

**Midsummer Inns** returned from suspension after the interim report and acquisition details and ended 25 up at 270p, after 280p. There was solid investment interest in **Ladbroke Group**, 9 up at 260p, while buyers also came for **T S L Thermal Syndicate**, at 315p, **Saatchi & Saatchi**, at 615p, **Fogarty**, at 92p, and **Boustead**, at 82p.

Several international issues, recently depressed by weakness in the dollar, were improving in late business. **Imperial Chemical Industries** ended 6 up at 737p and **B T R** 5 better at 707p. Other leaders to meet interest included **Vickers**, at 267p, and **Cadburys Schweppes**, at 164p.

The bank sector was in good form, with dealers pleased with the form of the capital raising operation by **Lloyd's**, 14 up at 559p, after 562p. **National Westminster** rose 11 to 608p, **Midland** 7 to 349p, and **Barclays** 5 to 355p. Elsewhere in financials, **Exco International** were wanted up to 675p, a gain of 18p.

Among building issues, **John Mowlem** were prominent after the results and ended 12 higher at 230p, after 238p. Dealers reported speculative interest in **R M C**, 10 up at 360p, while **Magnet & Southerns** continued their recovery movement to 134p. **Planet Group** returned from suspension after the bid from **Heywood Williams** and ended 8 better at 106p; **Heywood Williams** lost 6 to 140p.

Newfound interest in brewery and distillery issues saw prices moving higher under the lead of **Bass**, 19 to the good at 534p. **Allied-Lyons** ended 6 better at 180p, **Whitbread** 5 up at 202p, and **Distillers** 8 higher at 288p.

The outstanding market reaction to the day's batch of company results was in **Shiloh**, whose shares bounded ahead by 36 to 80p on the much-better-than-expected figures. Satisfactory responses to company results came from **Marshall's Universal**, at 67p, **Spong Holdings**, at 22p, and **J W Spear**, at 135p. However, **Geers Gross** ended 5 easier at 138p after their figures.

Press comment directed attention to the electronics sector and **A B Electronics** were a particularly good market at 457p, a rise of 30p. **Farnell**, whose results were announced on Tuesday, gained 6 to 201p, while a bear squeeze accelerated movement in **Volex Group**, which ended 18 higher at 175p. **Cable & Wireless** were firm after-hours at 538p, up 10p.

Selective buyers were again operating in the property share market and **Daejan** were a bright feature with a rise of 15 to 400p. **Mountview Estates** rose to 380p, **Stock Conversion** to 510p, and **Land Securities** to 300p.

**Argyll Foods** opened the batting in the food share market as early buyers brought a 10-point rise to 502p. **Bassett Foods**, an old favourite in the takeover stakes, were also 10 better at 192p, while other bright spots included **Hillards**, at 360p, and **J Sainsbury**, at 340p. **Nurdin & Peacock** hardened to 180p on the results and scrip issue news.

Vague suggestions of a possible counter-bid to the one from Associated Dairies left **M F I Furniture Group** 6 better at 286p. **Moss Bros** were also the subject of bid speculation and closed 18 better at 461p, while buyers took new positions in **Harris Queensway**, 10 up at 222p. **Fine Arts**, 5 higher at 84p, and **Carpets International**, 4 firmer at 75p.

In the oil share market, **Tricentrol** jumped 15 to 260p, but the movement was due more to hopes of a bid from **Enterprise Oil** than to the company's first quarterly report. Takeover hopes also lifted **Burmah**, 6 better at 231p, while **British Petroleum** recorded a rise of 8 to 565p.

Gold shares lost ground on a broad front as bullion tumbled $9·25 to $311·75.

## Tailpiece

**WHILE** the market awaits the outcome of London & Midland Industrial's takeover offer for Allied Textile, it could be worth renewing interest in another cash-rich textile group which seems vulnerable to a bid approach. **Nottingham Manufacturing** have often been mentioned as a possible target for a predator, but in the absence of any developments, the shares have reacted from their 1985 high of 254p to the present 210p.

The company has started a policy of buying its own shares and clearly has no knowledge of any likely bid moves, but trade sources suggest that something could happen in the next month or so. In the meantime, the shares of this major supplier to Marks & Spencer could show recovery movement.

## BRITISH FUNDS

Short-dated (up to five years)

| 1985 High | 1985 Low | Stock | Price | + or − |
|---|---|---|---|---|
| 101·e | 99¼ | Treas. 11¼% 1985 | 99⅞ | .. |
| 99⅛ | 97¼ | Treas. 8¾% 1985 | 98⅛ | −⅛ |
| 101·4 | 99·e | Exch. 12% 1985 | £100⅛ | +⅛ |
| 101·3 | 99·e | Exch. 11¼% 1985 | £100 | .. |
| 99⅞ | 97⅛ | Treas. 10½% 1985 | 98⅝ | .. |
| 95·e | 92·e | Treas. 8% 1985 | £95·e | .. |
| 100·e | 97½ | Exc. 10¾% 1985 | 99⅛ | .. |
| 101·e | 99¼ | Treas. 12% 1986 | £100·e | −⅛ |
| 97·e | 95·e | Treas. 8¾% 1986 | £96·e | .. |
| 106½ | 103½ | Exch. 14% 1986 | £105⅛ | .. |
| 97·e | 87½ | Exch. 9½% 1986 | £91⅜ | .. |
| 104·e | 101·3 | Exch. 13% 1987 | £102·e | .. |
| 99·e | 96½ | Treas. 10¾% 1987 | £98⅛ | .. |
| 99½ | 95 | Exch. 7¼% 1987 | £93½ | .. |
| 99½ | 96½ | Exch. 10½% 1987 | £98⅛ | .. |
| 92·e | 89 | Funding 6½% 85-87 | £92¼ | .. |
| 99·e | 95·e | Treas. 10% 1987 | £97⅛ | −⅛ |
| 97·e | 94 | Treas. 9% 1987 | £97½ | .. |
| 113·e | 99¼ | Treas. 12% 1987 | £101⅛ | .. |
| 93 | 91½ | Treas. 7½% 85-88 | £92½ | .. |
| 99·e | 95·e | Exch. 10¼% 1988 | £97⅛ | −⅛ |
| 99·e | 93·e | Treas. 9½% 1988 | £95½ | .. |
| 99½ | 95½ | Exch. 10½% 1988 | £98⅛ | −⅛ |
| 97·e | 91·e | Treas. 8% 1988 | £94⅛ | −⅛ |
| 101·e | 97½ | Treas. 11¾% 1989 | £100¼ | .. |
| 99·e | 96·e | Treas. 9½% 1989 | £98·e | −⅛ |
| 99·e | 94 | Treas. 10% 1989 | £96·e | −⅛ |
| 98·e | 93 | Exch. 9¾% 1989 | £95·e | .. |
| 99·e | 95 | Exch. 11% 1989 | £98·e | −⅛ |
| 82·e | 79 | Treas. 5% 86-89 | £82½ | .. |
| 107·e | 102⅛ | Treas. 12% 1990 | £106 | −⅛ |
| 98 | 95½ | Exch. 11% 1990 | £98⅛ | .. |
| 104·e | 100·e | Exch. 13% 1990 | £103 | −⅛ |

Medium-dated (five to fifteen)

| 1985 High | 1985 Low | Stock | Price | + or − |
|---|---|---|---|---|
| 92·e | 89 | Treas. 5% 87-90 | £92½ | .. |
| 97½ | 91·e | Treas. 10¼% 90 | £96⅛ | .. |
| 104·e | 98 | Exch. 11¾% 1991 | £104½ | .. |
| 93 | 79¼ | Fndg. 5% 87-91 | £82½ | .. |
| 101¼ | 95·e | Exch. 11% 1991 | £98⅛ | .. |
| 109·e | 101·e | Treas. 12½% 1992 | £109½ | .. |
| 98 | 88·e | Treas. 10% 1992 | £95½ | .. |
| 101 | 94½ | Treas. 10½% 92 | £96 | .. |
| 102·e | 97·e | Exch. 12% 1992 | £103⅛ | .. |
| 114 | 104½ | Exch. 13¾% 1992 | £110¼ | .. |
| 109·e | 100·e | Treas. 12% 1993 | £109 | .. |
| 91·e | 78·e | Fndg. 5% 1993 | £79 | .. |
| 119 | 109¼ | Treas. 13¾% 1993 | £111½ | .. |
| 123·e | 118·e | Treas. 14% 1994 | £119½ | .. |
| 114·e | 109·e | Exch. 13% 1994 | £111⅛ | .. |
| 111·e | 99½ | Exch. 13¾% 1994 | £108⅛ | .. |
| 91·e | 85¼ | Treas. 9% 1994 | £87·e | .. |
| 107·e | 98 | Treas. 12% 1995 | £106·e | .. |
| 68½ | 62¼ | Gas 3% 1990-95 | £65 | .. |
| 97 | 89 | Exch. 10¼% 1995 | £96⅛ | .. |
| 111·e | 105·e | Treas. 12½% 1995 | £108⅛ | .. |
| 119·e | 110 | Treas. 14% 1996 | £119 | .. |
| 99·e | 92·e | Treas. 9% 92-96 | £93½ | .. |
| 123·e | 121·e | Treas. 15% 1996 | £125½ | .. |
| 111·e | 103·e | Exch. 13¼% 1996 | £111⅛ | .. |
| 12 | 8½ | Redemption 3% | £7½ | .. |
| 111 | 107·e | Treas. 13¼% 1997 | £116½ | .. |
| 103·e | 99 | Exch. 10¼% 1997 | £97½ | .. |
| 87·e | 80¼ | Treas. 8% 1997 | £86½ | .. |
| 132·e | 120½ | Exch. 15% 1997 | £123¼ | .. |
| 98·e | 87 | Exch. 9¾% 1998 | £94¼ | .. |
| 95·e | 88 | Exch. 9¼% 1998 | £91⅛ | .. |
| 75½ | 70½ | Treas. 6¾% 98 | £72½ | .. |
| 134·e | 122·e | Treas. 15½% 1998 | £129·e | .. |
| 111 | 103 | Treas. 12% 1998 | £105¼ | .. |
| 95·e | 86¼ | Treas. 9½% 1999 | £93⅛ | .. |
| 112·e | 105·e | Exch. 12¼% 1999 | £109⅛ | .. |
| 113·e | 104·e | Treas. 10% 1999 | £96⅛ | .. |
| 93¼ | 82¼ | Conv. 10% 1999 | £94½ | .. |

Long-dated (over fifteen)

| 1985 High | 1985 Low | Stock | Price | + or − |
|---|---|---|---|---|
| 118½ | 109 | Treas. 13% 2000 | £117¼ | .. |
| 1.5·e | 115½ | Treas. 13% 2002-06 | £117⅜ | .. |
| 106½ | 101½ | Exch. 12% 99-02 | £109¾ | .. |
| 98·e | 92·e | Conv. 10% 2002 | £95⅛ | .. |
| 123·e | 114 | Treas. 14% 03-07 | £122¼ | .. |
| 110 | 101·e | Treas. 11¾% 01-04 | £106⅛ | .. |
| 52 | 46¼ | Fndg. 3½% 99-04 | £49½ | .. |
| 103·e | 95·e | Exch. 10½% 2005 | £102 | .. |
| 119·e | 110·e | Treas. 12¾% 03-05 | £113¼ | .. |
| 95·e | 79¼ | Treas. 9% 92-06 | £91⅛ | .. |
| 112 | 105 | Treas. 11¾% 03-07 | £111¼ | .. |
| 127·e | 117·e | Treas. 13¾% 04-08 | £123¼ | .. |
| 57·e | 51¼ | Treas. 5% 08-12 | £55½ | .. |
| 67·e | 60 | Treas. 7¼% 12-15 | £60¼ | .. |
| 120·e | 111½ | Exch. 12¾% 2003-07 | £120 | .. |

Undated

| 1985 High | 1985 Low | Stock | Price | + or − |
|---|---|---|---|---|
| 25·e | 23·e | Consols 2½% | £24⅝ | .. |
| 33½ | 33·e | War Loan 3½% | £33⅝ | .. |
| 43·e | 41 | Conversion 3½% | £43½ | .. |
| 35 | 29¼ | Treasury 3½% | £29½ | .. |
| 35·e | 32·e | Consols 4% | £35½ | .. |
| 25·e | 23½ | Treasury 2½% | £24½ | .. |

Index linked

| 1985 High | 1985 Low | Stock | Price | + or − |
|---|---|---|---|---|
| 111 | 105¼ | Treas. 2% 1988 | £111 | +1⅛ |
| 97·e | 91½ | Treas. 2% 1990 | £96½ | +¼ |
| 114·e | 108 | Treas. 2½% 1996 | £110¾ | +¼ |
| 103·e | 96½ | Treas. 4% 2001 | £99¾ | +¼ |
| 105·e | 96½ | Treas. 2½% 2003 | £98½ | +¼ |
| 106½ | 99½ | Treas. 4% 2006 | £102 | −¼ |
| 103¼ | 96½ | Treas. 2% 2009 | £98½ | .. |
| 107·e | 101½ | Treas. 2% 2011 | £104 | +¼ |
| 97·e | 86¼ | Treas. 2½% 2013 | £86¼ | +¼ |
| 97·e | 91 | Treas. 2½% 2016 | £92½ | +¼ |
| 97·e | 91¼ | Treas. 2% 2020 | £92¼ | +¼ |

## COMMONWEALTH & AFRICAN STOCKS

| 1985 High | 1985 Low | Stock | Price | + or − |
|---|---|---|---|---|
| £119½ | £108 | Aust. 15% 2000 | £119½ | .. |
| £106·e | £102 | N.Z. 14½% 1997 | £104·e | .. |
| 181 | 173·e | S.Rhod. 3½% 1988-92 | £81 | .. |
| 53·e | 51·e | S.Rhod. 6½% 1978-80 | £53 | .. |
| 173 | 165 | S.Rhod. 5½% 82-84 | £68 | .. |
| £334½ | £285½ | Zimbabwe Ann. | £275 | .. |

## CORPORATION STOCKS

| 1985 High | 1985 Low | Stock | Price | + or − |
|---|---|---|---|---|
| £115 | £110½ | Leeds 13¼% 2006 | £116 | .. |
| £89½ | £84½ | L.C.C. 3% 45-65 | £88½ | .. |
| £83½ | £77½ | L.C.C. 6½% 88-91 | £82½ | .. |
| £35½ | £31½ | L.C.C. 3½% 20 Aft | £34½ | .. |
| £129·e | £114 | Newcastle 12½% 2006 | £117½ | .. |

## FOREIGN STOCKS

| 1985 High | 1985 Low | Stock | Price | + or − |
|---|---|---|---|---|
| £76 | £71 | China 5% 1982 | £71 | .. |
| £116 | £105 | China 5% Bonds | £113 | .. |
| £16 | £13½ | Consumer Bank. | £87 | .. |
| £162 | £154 | Greek 4% 1964 | £156 | .. |
| £62 | £56 | Greek 7% Ref. | £62 | .. |
| £65 | £55 | Greek Stab. L. | £59 | .. |
| £35 | £30 | Honda Motor | £33½ | −2 |
| £16 | £12 | Japan 4% 1910 | £16 | .. |
| £28·e | £18½ | Volkswagen | £53·e | .. |

## DOLLAR STOCKS

| 1985 High | 1985 Low | Stock | Price | + or − |
|---|---|---|---|---|
| £18½ | £14 | Alcan Aluminium | £20 | +¼ |
| £17·e | £13 | Amax | £16⅛ | +⅛ |
| £43 | £32 | Amer. Express | £55⅛ | +⅛ |
| £26·e | £21 | Bell Canada | £25½ | +1⅛ |
| £12·e | £10 | Bow Valley | £16½ | .. |
| £15·e | £13 | Bowater Inc. | £16 | −⅛ |
| £33·e | £25 | C.S. Pacific Ord. | £35½ | +½ |
| £25 | £19 | Chrysler | £28·e | −1 |
| £61 | £47½ | Du Pont | £48¼ | +½ |
| £48·e | £39 | Exxon | £47 | −¼ |
| £37·e | £27 | General Foods | £31⅛ | .. |
| £56·e | £46 | Gillette | £50 | +⅛ |
| £41 | £33 | Gulf Canada | £11·e | +⅛ |
| £34·e | £27 | Hudson Bay | £30 | +1½ |
| £16·e | £12 | I.B.M. | £102·e | +2 |
| £12·e | £10 | Imp. | £10·e | .. |
| £55 | £44 | Massey Ferguson | £70 | +10 |
| £16·e | £12 | Pan Canadian | £19½ | +½ |
| £18 | £14 | Royal Dutch | £17⅛ | +½ |
| £61 | £50 | Shell Ord. | £61½ | +½ |
| £50 | £40 | Texaco | £48½ | +½ |
| £50 | £39 | Texas Instruments | £140·e | +⅛ |
| £50 | £39 | Union Carbide | £51⅛ | .. |
| £35·e | £31 | Woolworth | £35 | −⅛ |
| £32·e | £27 | Xerox | £27¼ | −⅛ |

## BANKS, DISCOUNT, HP

| 1985 High | 1985 Low | Stock | Price | + or − |
|---|---|---|---|---|
| 27 | 20 | A.N.Z. Group | 218 | −5 |
| 82 | 62 | Allied Irish | 105 | −2 |
| 18 | 15 | Anglo Nat. Dis. | 95 | .. |
| 37 | 28 | Barclays | 290 | .. |
| 75 | 58 | Bk. of Ireland | 290 | −5 |
| 409 | 353 | Brit. Nat. Cal. | 390 | .. |
| 81 | 61 | Brit. Nat. Scotland | 335* | .. |
| 34 | 27 | Bank of Wales | 31 | .. |
| 75 | 60 | Brown Shipley | 340 | .. |
| 60 | 47 | Cater Ryder | 53 | .. |
| 355 | 237 | Chartered | 355 | .. |
| 273 | 220 | Clydesdale | 273 | .. |
| 500 | 409 | Brown Group | 468 | −2 |
| 79 | 68 | Canter 'A' | 74 | .. |
| 53 | 37 | Casket | 42 | .. |
| 50 | 38 | Charle (GB) | 38 | .. |
| 128 | 87 | Cons. Counties | 128 | .. |
| 273 | 195 | Corneil Hldg | 270 | .. |
| 114 | 95 | Courts 'A' | 106 | +2 |
| 261 | 186 | Delamhains | 279 | −1 |
| 17 | 11 | E. Brit. (L) | 17 | .. |
| 100 | 82 | Dewhirst 'A' | 90* | −1 |
| 669 | 520 | Dixons Group | 689 | +9 |
| 383 | 272 | Dunhill Hldgs | 383 | .. |
| 31 | 20 | Edbt Goldhm | 25 | .. |
| 93 | 73 | Empire Stores | 126 | +2 |
| 174 | 128 | Etam | 169* | −3 |
| 84 | 72 | Fine Art Dev. | 84 | +5 |
| 46 | 36 | Ford Mart. | 42½ | +1½ |
| 158 | 140 | Formfactor | 158 | .. |
| 229 | 182 | Foster Bros. | 228 | .. |
| 203 | 155 | Freemans | 206 | +2 |
| 230 | 190 | Fr'ncht Con. | 230 | +25 |
| 182 | 80 | Galbfied | 89 | .. |
| 133 | 95 | Gdn. Cecil | 133 | .. |
| 94 | 60 | Gent. S. R. | 118 | +3 |
| 128 | 87 | Goldberg 'A' | 98 | .. |
| 155 | 137 | Goldman Bros | 12 | .. |
| 218 | 156 | Hilton | 218 | +2 |
| 660 | 585 | Gt. Univ. Strs. | 650 | +10 |
| 835 | 675 | Gt. Universal | 823 | +1 |
| 48 | 30½ | Greenfield Blds | 36 | .. |
| 319 | 310 | Habitat | 374 | +4 |
| 163 | 123 | Harris Q'nsway | 222 | +10 |
| 75 | 50 | J. Herbman | 75 | .. |
| 150 | 118 | Heron (Lond) | 38 | .. |
| 410 | 340 | Hesworth J. | 194* | −1 |
| 195 | 167 | Holland | 23 | .. |
| 350 | 250 | Home Charm | 340 | .. |
| 396 | 165 | Hse. of Fraser | 396 | .. |
| 152 | 33 | Jones, Ernest | 50 | +5 |
| 54 | 44 | Kent John | 50 | .. |
| 122 | 90 | Lee Cooper | 122 | +2 |
| 156 | 107 | Lincroft Kiss | 160 | .. |
| 286 | 245 | MFI | 286 | +6 |
| 117 | 113 | Marks & Spen | 128 | −1 |
| 265 | 218 | Menzies J. | 265 | .. |
| 126 | 116 | Millers Leslie | 126 | .. |
| 461 | 410 | Moss Bros. | 461 | +18 |
| 112 | 91 | Nic. News | 112 | +4 |
| 305 | 225 | Oliver T. 'A' | 305 | −5 |
| 410 | 330 | Our Price | 410 | +5 |
| 265* | 227 | Owen Owen | 265* | +27 |
| 62 | 48 | Peters Stores | 62 | +6 |
| 111 | 81 | Pickering Alfred | 111 | +1 |
| 66 | 55 | Raisers Jewel | 66 | +1 |
| 27 | 21 | Rayleigh | 27 | −1½ |
| 124* | 90 | Reed Austin A | 124* | +1 |
| 78 | 67 | Reg. Florist | 78 | .. |
| 88 | 70 | Samuel H. | 88 | .. |
| 87½ | 65 | Sears Hldgs. | 87½ | .. |
| 321 | 241 | Sellmart | 321 | −½ |
| 239* | 175 | Shaw Drpry. | 239* | .. |
| 216 | 176 | Smith W.H. 'A' | 216 | +6 |
| 63 | 53 | Stanley A. G. | 57 | .. |
| 175 | 117 | St. Mich. 'A' | 175 | −1 |
| 63 | 50 | Stocker Grp. | 63 | .. |
| 132 | 111 | Stirling Group | 132 | .. |
| 46 | 36 | Stourport Holms | 46 | .. |
| 400 | 328 | Superdrug | 400 | .. |
| 32 | 25 | Tom Cassidy | 32 | .. |
| 232 | 187 | Thos. Trotters | 30½ | .. |
| 90 | 80 | Vantona Viyel | 84 | .. |
| 277 | 215 | Ward White | 277 | −1 |
| 148 | 114 | Warne Jewlrs | 148 | .. |
| 256 | 220 | Woolworth | 820 | −5 |

## ELECTRICAL & RADIO

| 1985 High | 1985 Low | Stock | Price | + or − |
|---|---|---|---|---|
| 530 | 475 | A.B. Electron | 487 | −30 |
| 40 | 32 | Acorn Comp | 40 | .. |
| 275 | 150 | Alright & Wilson | 275 | −10 |
| 77 | 51 | Alpha Cineric | 71 | .. |
| 77 | 41 | Amstrad | 77 | −1 |
| 95 | 28 | Anglo Electric | 95 | −2 |
| 405 | 360 | Atlantic Coupl | 388* | −8 |
| 5 | 2 | Applitronics | 5 | .. |
| 180 | 150 | Automated Sec | 180 | .. |
| 253* | 181 | B.I.C. | 253* | −1 |
| 131 | 73 | B.S.R. | 131 | +3 |
| 90 | 65 | Barcrofts | 90 | −5 |
| 46 | 36 | Bell Hldgs | 43 | −2 |
| 87 | 60 | Bowthorpe | 87 | +1 |
| 317 | 257 | Brentcompo. | 317 | .. |
| 55 | 37 | Elec. Machine | 55 | .. |
| 49 | 32 | Elec. Rentals | 49 | −1 |
| 218* | 202 | Electrocomponents | 218* | −2 |
| 95 | 73 | Electronic Mach. | 95 | −1 |
| 355 | 275 | Encyclopaedia | 355 | +12 |
| 46 | 37 | Fenner (J.) | 46 | −1 |
| 201 | 148 | Farnell Elect. | 201 | +6 |
| 107 | 74 | Feedback | 107 | −4 |
| 136 | 112 | Ferranti | 136 | .. |
| 116 | 90 | Gardner Sys. | 116 | .. |
| 90 | 73 | Gerard Tech | 90 | +3 |
| 194 | 152 | G.E.C. | 194 | −2 |
| 600 | 475 | Goring Kerr | 600 | .. |
| 193 | 142 | Grampian Hldg | 193 | −2 |
| 73 | 51 | H.L. Elect. | 73 | −1 |
| 103 | 73 | Hartland Elec | 103 | −3 |
| 31 | 18 | Hambrook Ele | 31 | .. |
| 280 | 150 | Huntleigh | 280 | −10 |
| 156 | 100 | J. Klarkstelnik | 156 | .. |
| 203 | 160 | Kode Internat | 203 | .. |
| 265 | 145 | Lectrocomponents | 265 | −6 |
| 257 | 187 | Lasmo | 257 | −4 |
| 275 | 170 | M. K. Electric | 275 | .. |
| 345* | 200 | Mentec | 345* | .. |
| 160 | 85 | Micro. Business | 160 | .. |
| 175 | 125 | Micro Focus | 175 | .. |
| 70 | 55 | Microvitec | 70 | .. |
| 350 | 250 | Miles J. | 350 | .. |
| 490 | 400 | Mitel | 490 | .. |
| 194 | 152 | Multihead | 194 | −2 |
| 68 | 55 | Multitone | 68 | .. |
| 150 | 110 | Murray Tech. | 150 | .. |
| 46 | 36 | NEI | 45½* | .. |
| 32 | 25 | Newman Inds. | 32 | −2 |
| 240 | 190 | Newmarket T. | 240 | .. |
| 108 | 75 | Oceanic | 108 | −1 |
| 258 | 211 | Oxford Inst. | 258 | +1 |
| 31 | 27 | Pettow | 31 | .. |
| 37 | 27 | Pleco | 37 | .. |
| 115 | 81 | Phillips Lamps | 115 | .. |
| 125 | 90 | Pluto A. | 125 | .. |
| 108 | 82 | Pioneer | 108 | −2 |
| 218 | 150 | Powerline | 218 | +5 |
| 87 | 47 | Prestwich | 87 | +4 |
| 60 | 40 | Quest Automat | 57 | .. |
| 196 | 137 | Racal Electr. | 196 | +2 |
| 54 | 35 | Reprotec Tech | 54 | +5 |
| 161 | 121 | Rotaflex | 161 | +1 |
| 146 | 98 | Sarasota Tech | 146 | +8 |
| 492 | 395 | Scholes G. H. | 492 | .. |
| 68* | 50 | Scues | 68* | .. |
| 95 | 75 | Security Cert. | 95 | .. |
| 118 | 92 | Sound Diffusion | 118 | −2 |
| 206 | 150 | STC | 206 | .. |
| 184 | 141 | Stone Platt | 184 | +4 |
| 7 | 3 | Sunblch Elec | 7 | .. |
| 137* | 107 | Sutar | 137* | −1 |
| 295 | 238 | Systems Desig | 295 | .. |
| 325* | 238 | Technistudy | 325* | .. |
| 465 | 355 | T. Tech Groups | 465 | .. |
| 28 | 20 | Telemagic | 28 | .. |

## CHEMICALS, PLASTICS

| 1985 High | 1985 Low | Stock | Price | + or − |
|---|---|---|---|---|
| 256 | 215 | Allied Colloids | 223 | −7 |
| 174 | 120 | Amersham | 161 | −1 |
| 267 | 170 | Anchor Chem. | 229* | −3 |
| 79 | 55 | Arrow Chem. | 56* | .. |
| 128 | 105 | Brent | 121 | .. |
| 14 | 10½ | B. Borax Jm | 14 | .. |
| 107 | 92 | Cambrex W. | 101 | +1 |
| 243 | 224 | Coalite | 236 | .. |
| 188 | 150 | Coates Bros. | 163 | .. |
| 52 | 33 | Corr Horace | 43½* | −1 |
| 150 | 123 | Croda | 136 | −1 |
| 250 | 218 | Fidler & Everard | 233 | .. |
| 94 | 65 | Halstead J. | 87 | −2 |
| 400 | 320 | Hickson Int. | 356 | +2 |
| 884 | 734 | I.C.I. | 737 | +6 |
| 445 | 350 | Laporte Inds. | 430* | +2 |
| 108 | 80 | Leigh Interests | 95 | +1 |
| 192 | 162 | Marcham | 166 | +1 |
| 45 | 37 | Morley, H.H. | 42 | .. |
| 106 | 92 | Moss, Robert. | 92 | .. |
| 1115* | 950 | Norwd Hydro. | 1115* | .. |
| 332 | 212 | Pifco | 321 | +1 |
| 178 | 155 | Rentokil | 177 | .. |
| 104 | 88 | Stewart Plast. | 101 | .. |
| 221 | 167 | Wardle Story. | 184 | .. |
| 320 | 183 | Wolstenholme Rk | 300 | .. |
| 84 | 62 | Yorkshire Chem | 68 | .. |

## CINEMAS & TV

| 1985 High | 1985 Low | Stock | Price | + or − |
|---|---|---|---|---|
| 164 | 120 | Anglia 'A' | 155 | .. |
| 62 | 55 | Capital TV Fnd | 58 | .. |
| 207 | 178 | Central TV | 180 | .. |
| 145 | 125 | H.T.V. | 125 | .. |
| 270 | 177 | L.W.T. | 225 | .. |
| 43 | 27 | Radio City | 42 | +2 |
| 32 | 23 | TSW | 28 | .. |
| 132 | 110 | TVS | 110 | .. |
| 92 | 85 | Ulster TV | 89* | .. |

## DRAPERY & STORES

| 1985 High | 1985 Low | Stock | Price | + or − |
|---|---|---|---|---|
| 12½ | 9½ | Amber Day | 10 | .. |
| 61 | 52 | Aquascutum A | 61* | −2 |
| 144 | 105 | Beatrix | 144 | +2 |
| 99 | 61 | Bentalls | 99* | .. |
| 67 | 47 | Brenner | 61 | .. |
| 324 | 237 | Brit. Home Str | 286 | .. |
| 273 | 220 | Brown, S. | 253 | .. |
| 500 | 409 | Burton Group | 468 | −2 |
| 79 | 68 | Canter 'A' | 74 | .. |
| 53 | 37 | Casket. S. | 42 | .. |
| 50 | 38 | Charle (GB) | 38 | .. |
| 128 | 87 | Cons. Counties | 128 | .. |
| 273 | 195 | Corneil Hldg | 270 | .. |
| 114 | 95 | Courts 'A' | 106 | +2 |
| 261 | 186 | Delamhains | 279 | −1 |
| 17 | 11 | E. Brit. (L) | 17 | .. |
| 100 | 82 | Dewhirst J.J. | 90* | −1 |
| 669 | 520 | Dixons Group | 689 | +9 |
| 383 | 272 | Dunhill Hldgs | 383 | .. |
| 31 | 20 | Edbt Goldhm | 25 | .. |
| 93 | 73 | Empire Stores | 126 | +2 |
| 174 | 128 | Etam | 169* | −3 |
| 84 | 72 | Fine Art Dev. | 84 | +5 |
| 46 | 36 | Ford Mart. | 42½ | +1½ |
| 158 | 140 | Formfactor | 158 | .. |
| 229 | 182 | Foster Bros. | 228 | .. |
| 203 | 155 | Freemans | 206 | +2 |
| 230 | 190 | Fr'ncht Con. | 230 | +25 |
| 182 | 80 | Galbfied | 89 | .. |
| 133 | 95 | Gdn. Cecil | 133 | .. |
| 94 | 60 | Gent. S. R. | 118 | +3 |
| 128 | 87 | Goldberg 'A' | 98 | .. |
| 155 | 137 | Goldman Bros | 12 | .. |
| 218 | 156 | Hilton | 218 | +2 |
| 660 | 585 | Gt. Univ. Strs. | 650 | +10 |
| 835 | 675 | Gt. Universal | 823 | +1 |
| 48 | 30½ | Greenfield Blds | 36 | .. |
| 319 | 310 | Habitat | 374 | +4 |
| 163 | 123 | Harris Q'nsway | 222 | +10 |
| 75 | 50 | J. Herbman | 75 | .. |
| 150 | 118 | Heron (Lond) | 38 | .. |
| 410 | 340 | Hesworth J. | 194* | −1 |
| 195 | 167 | Holland | 23 | .. |
| 350 | 250 | Home Charm | 340 | .. |
| 396 | 165 | Hse. of Fraser | 396 | .. |
| 152 | 33 | Jones, Ernest | 50 | +5 |
| 54 | 44 | Kent John | 50 | .. |
| 122 | 90 | Lee Cooper | 122 | +2 |
| 156 | 107 | Lincroft Kiss | 160 | .. |
| 286 | 245 | MFI | 286 | +6 |
| 117 | 113 | Marks & Spen | 128 | −1 |
| 265 | 218 | Menzies J. | 265 | .. |
| 126 | 116 | Millers Leslie | 126 | .. |
| 461 | 410 | Moss Bros. | 461 | +18 |
| 112 | 91 | Nic. News | 112 | +4 |
| 305 | 225 | Oliver T. 'A' | 305 | −5 |
| 410 | 330 | Our Price | 410 | +5 |
| 265* | 227 | Owen Owen | 265* | +27 |
| 62 | 48 | Peters Stores | 62 | +6 |
| 111 | 81 | Pickering Alfred | 111 | +1 |
| 66 | 55 | Raisers Jewel | 66 | +1 |
| 27 | 21 | Rayleigh | 27 | −1½ |
| 124* | 90 | Reed Austin A | 124* | +1 |
| 78 | 67 | Reg. Florist | 78 | .. |
| 88 | 70 | Samuel H. | 88 | .. |
| 87½ | 65 | Sears Hldgs. | 87½ | .. |
| 321 | 241 | Sellmart | 321 | −½ |
| 239* | 175 | Shaw Drpry. | 239* | .. |
| 216 | 176 | Smith W.H. 'A' | 216 | +6 |
| 63 | 53 | Stanley A. G. | 57 | .. |
| 175 | 117 | St. Mich. 'A' | 175 | −1 |
| 63 | 50 | Stocker Grp. | 63 | .. |
| 132 | 111 | Stirling Group | 132 | .. |
| 46 | 36 | Stourport Holms | 46 | .. |
| 400 | 328 | Superdrug | 400 | .. |
| 32 | 25 | Tom Cassidy | 32 | .. |
| 232 | 187 | Thos. Trotters | 30½ | .. |
| 90 | 80 | Vantona Viyel | 84 | .. |
| 277 | 215 | Ward White | 277 | −1 |
| 148 | 114 | Warne Jewlrs | 148 | .. |
| 256 | 220 | Woolworth | 820 | −5 |

## BREWERIES

| 1985 High | 1985 Low | Stock | Price | + or − |
|---|---|---|---|---|
| 192 | 154 | Allied Lyons | 180 | +8 |
| 542 | 472 | Bass | 534 | −19 |
| 18 | 13 | Belhaven | 16 | .. |
| 137 | 120 | Bell Arthur | 140 | −5 |
| 78 | 57 | Bodmin | 78 | −1 |
| 378 | 278 | Brewhl Thos | 378

# INVESTMENT & BUSINESS

City Editor
Andreas Whittam Smith

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## Natwest 'corporate branches'

NATIONAL Westminster is to create up to 150 "corporate branches" in a move aimed at improving the service to corporate customers, the bank announced yesterday. There are also plans to improve the bank's service to personal customers.

Over the next five years, National Westminster expects to close a total of 100 branches but believes the creation of corporate branches will mean greater job opportunities within the bank.

## Tricentrol aims

TRICENTROL'S chairman James Lengcroft told yesterday's annual meeting that he did not expect a bid from Enterprise Oil (holder of 4·9 p.c.) and that Tricentrol would fight any takeover attempt.

A meeting between himself and Enterprise's chairman was being held but it would have no specific topic. Mr Lengcroft reiterated the formal Enterprise view that its stake in Tricentrol was solely strategic.

Tricentrol yesterday announced a net income of £7·9m for the first quarter of 1985 compared with £7·4m.

Questor—P24

## Foseco jumps

FOSECO MINSEP reports pre-tax profits of £34·5m for 1984, compared with £28·6m on total sales of £479·7m (£397·7m). Activity generally good in the majority of markets. The final dividend rises from 4·7p to 5·4p on July 2, making 8·2p (7·35p).

Questor—P24

## Sharp appointed

THE GOVERNMENT is expected to add Christopher Sharp to the 10-man organising committee for the City's proposed Marketing of Investments Board to appease complaints from the Building Societies Association.

Mr Sharp is general manager of the Newcastle-based Northern Rock Building Society, the country's sixteenth largest.

Composition of the committee, headed by Mark Weinberg of Allied Hambro, was announced in March.

## Synterials repays

SYNTERIALS, the record £20m USM offering from James Capel in December 1983, is paying back £10·3m to disappointed shareholders by mid-August.

The issue flopped badly and the founder of the business resigned last year.

The shares, offered at 100p are now 8p after a 13-for-two scrip issue equivalent to 60p in their old form. The capital repayment is 5·5p a share now in issue.

## Sears changes

LEONARD SAINER, who took over as chairman of Sears Holdings from its founder Sir Charles Clore in 1978, yesterday relinquished his position as chairman and was appointed life president.

Mr Sainer, 75, remains a director. Geoffrey Maitland Smith, joint chairman, becomes chairman and continues as chief executive.

## Swiss ban

THE Swiss government, bowing to pressure from the United States, yesterday introduced legislation to ban insider trading in shares and bonds. The American Securities and exchange Commission has alleged that insiders have used the strict banking secrecy of Switzerland to make big profits from illegal Wall Street deals in shares of United States companies by dealing through Swiss banks.

## Joining Chartered

STANDARD Chartered has recruited Michael Benson, a director of Lazards, to build a new investment management division within its merchant banking subsidiary. The bank expects the division to become a major force in the investment management field.

### WORLD MARKETS

| | | |
|---|---|---|
| AMSTERDAM (ANP CBS Gen) | 211·00 | + 0·50 |
| BRUSSELS (Stock Index) | Closed | |
| FRANKFURT (Commerzbank) | Closed | |
| HONGKONG (Hang Seng) | 1,516·73 | — 3·53 |
| NEW YORK (Dow Jones) | 1,242·05 | — 16·01 |
| PARIS (CAC General) | Closed | |
| SINGAPORE (Straits Times) | Closed | |
| SYDNEY (All Ord.) | 573·90 | — 1·20 |
| TOKYO (Nikkei Dow) | 12,458·65 | + 30·36 |
| ZURICH (Credit Suisse) | 345·80 | — 0·70 |

### U.S. RATES

| | |
|---|---|
| Federal funds | 9 p.c. (8⅝ p.c.) |
| Treas. 3 mnth bills | 7·75—·70 (7·87—·82) |
| Long bonds | $99·04 $98·20 |
| Yield | 11·35 p.c. (11·48 p.c.) |

### FT—ACTUARIES INDICES

| | | |
|---|---|---|
| Industrial Group | 640·65 | (+4·86) |
| "500" | 688·25 | (+5·58) |
| All-share | 626·60 | (+4·49) |

# Aerospace sale price fixed at 375p a share

By DAVID BREWERTON

THE PRICE at which the Government is to sell its remaining stake in British Aerospace has been fixed at 375p a share, a discount of only 5 p.c. on the price ruling on Tuesday evening.

The City yesterday expressed surprise at the narrowness of the discount, but nevertheless the institutions accepted the sub-underwriting with minimal complaint as well as agreeing to participate fully in the 81 million shares being placed with them.

A total of 146·8 million shares are being put up for sale, of which 50 million are new shares being issued by the company itself and 96·8 million are being sold by the Government.

Of the 146 million shares, the 81 million allocated to the institutions another 25·8 million will be reserved for existing shareholders on a one-for-four basis. Five million are set aside for employees and at least 35·3 million will be publicly available under the offer for sale.

The entire share sale will raise £550 million, before expenses of around £21 million, £8 million of which will be met by the company. British Aerospace itself will collect some £180 million from the sale to add to the £180 million of net liquid resources it already has in its coffers.

Finance director Bernard Friend said yesterday that the cash would be put to good use immediately, but it was admitted that the capital raising was ahead of the time at which it would ideally have taken place. "We were pushed into this to some extent," he added.

The company feared, however, that had it not made its capital raising move at the same time as the Government sale, the market would not have taken too kindly to a further capital exercise in a couple of years' time.

In the event, the issue is being made against the background of an order book which has slipped slightly during the course of 1984, and against the statement from chairman Sir Austin Pearce that it is prudent to be cautious about the short term profit outlook.

The offer price represents 6·9 times earnings per share for 1984 and an historic yield of 5·2 p.c., ratings that are not regarded by analysts as demanding.

However, it is expected by leading analysts that earnings growth will be minimal this year and over the next few years as the tax charge increases and the diluting effect of the capital raising is brought into play.

That said, both the Government and the company are already assured of their money. The institutions have been encouraged by a commission of 1·5 p.c. on the shares which they have agreed to take up in the placing, as well as 1·25 p.c. on the shares they have underwritten.

"The pricing was as tight as it could have been," was the comment from engineering analyst Ewan Fraser of James Capel.

The sponsors point out, however, that by the time the partly paid element is taken into account—only 200p a share is payable on application with the remaining 175p due on September 10—and the fact that the shares can be traded free of stamp duty is reflected, the discount to the Tuesday price is 8 p.c. Add on commission, and the institutions are picking up the shares at an effective discount of 10 p.c. or so.

It has to be pointed out, too, that the market price was already weak in anticipation of the flood of new shares coming on to the market, so few fund managers will complain that they have been badly treated.

Both the company and the Government is anxious for the issue to be a success, not least, in the latter's case, because of the looming privatisation of British Airways.

# Coup for Lloyds in $600m bond issue

By ANNE SEGALL

LLOYDS BANK yesterday joined the rush by Britain's big banks for extra capital by announcing a $600 million perpetual bond issue which will be the first of its kind to be approved by the Bank of England as primary capital under tough new guidelines issued last November.

The Lloyds move, regarded in the City as a major financial coup, will make the bank the best capitalised of all the clearers and will more than compensate for the impact of the Chancellor's Budget changes on leasing.

It will also eliminate the need for a rights issue by providing Lloyds with what amounts to a close substitute for equity.

Andrew Winckler, the director in charge of capital markets at Lloyds Bank International, where the issue was devised, said yesterday that Lloyds had been thinking of ways to satisfy the demands of both investors and the Bank of England ever since the ank issued its new guidelines last November.

"We rose to the challenge of devising a debt instrument which would have the characteristics of equity," he added.

Yesterday's issue by Lloyds is modelled closely on the pioneering perpetual bond issue by National Westminster a year ago and the later perpetual bond issue by Barclays.

Like both previous issues the Lloyds bonds take the form of floating rate notes with interest payable at six-monthly intervals.

But the distinguishing feature of the Lloyds issue which has helped win the special approval of the Bank of England is the fact that the proceeds can be used to meet losses, while bond holders would be treated as preference shareholders if the bank ever went into liquidation.

There is also a provision that Lloyds can suspend interest to bond holders if it has not paid or declared a dividend for six months.

Sir Jeremy Morse, Lloyds chairman, speaking at the bank's annual meeting yesterday, described the issue as "an important and innovatory step."

He told shareholders that an extraordinary general meeting would be called later this month or early in June at which they would be asked to approve the issue by agreeing to the creation of a special class of preference shares.

In its November paper the Bank of England indicated that bonds would have to be automatically convertible into equity in times of trouble if they were to count as primary capital. But a spokesman for the Bank confirmed yesterday that this requirement has been softened.

Midland chairman Sir Donald Barron is expected to unveil details of the bank's capital restructuring plans to shareholders at the bank's annual meeting on Friday.

# Alliance adds ¼pc for savers

THE Alliance Building Society yesterday started a new round in the savings war by adding ¼ p.c. to the 9·75 p.c. return on the instant-access Gold account which it launched only two weeks ago. The move, expected to be followed by other societies, reflects the continuing poor cash inflow to societies despite the high rates on offer.

It is believed that net receipts for all societies were only £450 million to £500 million in April—an improvement on March's £214 million, but still little more than half the amount necessary to meet the increasing mortgage demand.

THE UNITED STATES Senate Republican leadership squeaked by with a 50-49 crucial procedural vote on the 1986 financial year budget. This does not mean that President Reagan's deficit problems are over, but it does buy the White House much-needed time.

The effect of the vote was not to approve a budget but to agree over which set of spending cuts and increases the battle will be fought. It is a significant Reagan win nonetheless because the vote also effectively locks the Senate into not straying from the final totals no matter what happens to the inner details.

This is wha the world's currency markets and Wall Street have been waiting for. As approved, the Senate version of the budget seeks to cut $51·9 billion in spending overruns from the financial year 1986 which begins October 1.

Instead of the roughly $225 billion deficit expected in this current period, the new budget would produce an overdraft of $172·3 billion.

Equally important, the Reagan-Senate budget would be a commitment to cut the projected deficits for th ecoming three budgets by a total of $297 billion so that by the 1988 year, which will encompass the next election campaign, the government overruns would be held to $101·3 billion, less than half the annual burden Wall Street's credit markets have had to bear in recent years.

Having said all this, it will now require all of Mr Reagan's powers of persuasion to make the Senate vote stick. This budget, more than any other confrontation, will be the strongest test yet of his ability to govern.

Unlike Parliamentary systems, no White House budget is an article of faith with the legislators of both chambers most of whom have their own agendas and constituencies even when they belong to the same party as the President.

This is especially true this year. Senate Republican leader Robert Dole is eyeing a 1988 run for the White House himself and presides over a fractious 51-49 majority at the best of times.

In the Democrat - controlled House there is open rebellion against Reagan policies—the M1's missile,—Nicaragua, the Bitberg visit—and the budget there will be cruelly treated.

So it is all the more important that Mr Reagan wins as much support for his views on the key testing points of the budget in the Senate if he is to stand a chance of surviving in the more hostile House.

There are lots of little battles which must be won, many of them with a familiar ring to British ears. There are cuts in student university support, reduced funds for urban programmes for the poor and disadvantaged, cuts in postal and mass transit subsidies and a hiving off of railway passenger service.

But the front will hold or give way on two key points. Mr Reagan wants to hold social security pension payments to the cost of living plus 2 p.c. over the next three years instead of a cost-plus-4 p.c. formula, promised the elderly some years ago.

Equally controversial is Mr Reagan's determination to increase the Pentagon's budget by 3 p.c. in each of the next three years despite $52 billion in unspent funds already stacked in military programme coffers.

Not surprisingly, yesterday morning Senate Republicans were rushing back to the floor to offer their own Pentagon cut — social security restoration amendments—even before Mr Reagan has a chance to return from Bonn. It will be a long and trying summer for him.

CITY COMMENT

# Senate agrees battlelines on Reagan budget

## Syndicate shockers

MANY Lloyd's syndicates had an underwriting loss in 1982, the year for which accounts are now being closed, and a substantial number are telling members that even after adding investment income, results slumped into the red. But none of them will be disclosing losses on the scale due to be announced this afternoon by Richard Beckett Agencies for the syndicates that were formerly run by the scandal-ridden P.C.W Underwriting.

Rumours round Lloyd's have become wilder over recent weeks, having inflated the expected losses from a first estimate of £50 million to an astonishing £400 million. But the actual outcome is expected to be nearer £80 million, which would still be a Lloyd's record and would leave a substantial shortfall on members' assets.

Deposits of the 400 syndicate members, amounting to about £50 million, would be first to be called on, leaving members to make good the rest. Such shortfall could range from £150,000 to around £750,000 a head, depending on the extent of personal involvement in the disastrous syndicates. That could leave even the wealthiest of them embarrassed.

But members are not accepting the fiasco quietly. Minet Holdings, which own the syndicate management, and Alexander Howden Group, which was also involved, offered to repay £27 million that had been drained out of the syndicate funds. Even then an investigation sponsored by members said another £40 million of lost interest should also be returned.

All the same, most of the members accepted the deal as probably the best they could get, considering the known high costs but uncertain outcome of litigation. Now they are to be told that in addition to money spirited away, incompetent underwriting has lost them huge additional sums.

Last August Minet expected one of the syndicates to show a small profit for 1982 and for others to report small losses for the three previous years being cleared up. How odd that they should have been so far out.

Keith Whitten, a member of the action group which has now set up an inquiry committee under Lord Goodman and sponsored an investigation by accountants Price Waterhouse, is sceptical until he gets a full explanation. "It is unwise to believe anything that has not been independently verified," he said.

That could be a motto for Lloyd's. Fraud over several years was borne with fortitude by members who were still left with handsome profits; to face massive trading losses as well is the last straw.

## Gloomy view over jobs

THE industrial survey by the Confederation of British Industry on Tuesday pointed to a welcome pause in the steady decline of manufacturing employment, down by a quarter since recession hit in 1979.

But, if a new analysis by Dr Bill Robinson of the London Business School is correct, the chances of recovering those lost jobs look slim even if the economy were to grow more swiftly.

Dr Robinson argues that lack of demand cannot explain why manufacturing output and employment remain well below 1979 levels. National income and world trade are higher than they were then and industrial competitiveness is better.

Dr Robinson puts the blame on capacity constraints, pointing out ominously that the proportion of companies reporting below-capacity working to the CBI is nearly as low now as in 1979.

He estimates that £15 billion of uneconomic capacity has since been scrapped. To re-employ the 1·6 million whose jobs have been lost would entail £22·5 billion of new manufacturing capacity against the £5 billion or so invested last year.

"Until that capital is replaced, manufacturing output and employment will be supply constrained," Dr Robinson concludes.

His solution is to increase the demand for labour at existing levels of capacity by cheapening employment cost, preferably by cutting taxes on employment like the employers' National Insurance Contribution. This is at least as effective as taking people on directly in the public sector and more effective than income tax, according to the LBS economic model.

A cut in National Insurance contributions of £1 billion would be worth 120,000 jobs in three years' time, against 29,000 for an equivalent cut in income tax. Mr Lawson take note.

# ITT plans to float stake in Abbey

AMERICAN conglomerate ITT yesterday confirmed that it is to float a minority take in its British life assurance, pensions and unit trust subidiary Abbey Life.

The sale in the first half of next month will be handled by merchant bank S G Warburg and brokers Rowe & Pitman and is expected to value Abbey at more than £500 million.

Between a quarter and a half of Abbey will be offered, raising between £125 million and £250 million for the United States parent, which is hoping to realise $1·7 billion from worldwide asset sales this year to strengthen its balance sheet.

Warburg began a study of the feasibility of floating Abbey on the Stock Exchange in January.

The introduction is likely to be a fixed price offer, but details are still being finalised.

# UK urges end to protection for steelmakers

ABOLITION of the protection provided for Common Market steelmakers on the present target date of December was urged yesterday by the British Iron and Steel Consumers' Council.

The council, headed by Lord Ezra, complained that British steel customers had suffered from the production and price control system operated by the commission.

Steel delivery times were longer and prices higher than on the Continent because British Steel had been operating under tight production quotas. All British producers have had to pay or risk paying fines for exceeding their quotas, said the council.

# Gold price takes $9·25 tumble

THE LONDON gold price closed $9·25 down at $311·75 an ounce yesterday in one of its sharpest falls for some time, though the extent of the drop was largely artificial and technical.

With the absence of Continental interest because of the May Day holiday trading was generally quiet. The metal was additionally undermined by the strength of the dollar.

Dealers said they were fairly relaxed as long as gold did not break below $310.

# Wall St drops 16 points

By JAMES SRODES in Washington

LATE selling by major brokerage institutions yesterday sent Wall Street's share prices reeling for the worst loss this year. On the heels of a 17-point loss in the previous two sessions, the Dow Jones Industrial Average plunged another 16·01 to 1,242·05 in late trading.

Prices were mixed most of the day with the Dow Jones Industrial Average showing a marginal loss of 1·5 points at 1256·14 shortly before the close.

Confusion over the direction of interest rates and concern over heavy Treasury borrowing needs put a damper on trading activity.

As expected the United States Treasury late on Tuesday night announced it would sell $20 billion of government notes in its quarterly refunding. The Treasury sale will be the largest quarterly refunding ever

Weakness in the overall market was offset by activity in the oil stocks, which continued to strengthen

● Sterling in New York closed at $1·2240, against $1·2440.

# Successful debut for Biffex

THE world's first freight futures market, launched by Sir Alan Traill, Lord Mayor of London, on the Baltic Exchange yesterday, got off to a "satisfactory start" with 155 contracts traded.

Stephen Carter, chief executive of the Baltic International Freight Futures Exchange (Biffex), added that volume was much as expected given that May Day was a holiday throughout much of Europe.

The contract is based on the Baltic Freight Index for dry bulk cargo goods such

# Exchange to upstage Liffe

By JOHN RUDOFSKY

THE Stock Exchange yesterday unveiled plans for trading options in foreign currencies that will lead it into a head-on clash with the London International Financial Futures Exchange (Liffe), which is about to do the same thing.

When dealings start later this month it will also mark the first arrival of non-members on the trading floor of the Stock Exchange in its 184-year history, a full 18 months prior to the so-called "big bang" when all Stock Exchange practices change.

Detailing the plans, David Steen of jobbers Pinchin, Denny, chairman of the traded options committee, declared: "We have done something that changes the whole outlook of the Stock Exchange.

"We intend to grab business from outside. We are no longer a market place with a wall around it."

He was announcing the launch of the market's first foreign currency options. They are similar to options on individual stocks but based on currencies.

The first to be traded is a contract for £12,500 priced in dollars. Dummy trading runs start shortly and business should go live in the middle of the month.

The dollar-sterling contract will quickly be followed by a dollar-deutschemark contract.

First market-makers in the new contracts, who play a similar role to jobbers by always quoting buying and selling prices on contracts, are Standard Chartered Bank, Rudolf Wolff and the jobbers Smith Brothers.

Both Standard Chartered and Rudolf Wolff are already active in dollar-sterling currency options which are traded in America, Amsterdam and London in an ad hoc but rapidly growing over-the-counter market estimated to be worth £15 billion.

The race is on for the first non-member to strike a bargain on the Stock Exchange floor. It will be between Fred Lee, 29, senior dealer in currency options for Standard Chartered, and Jeremy Jardine-Patterson, 28, Rudolf Wolff's chief dealer.

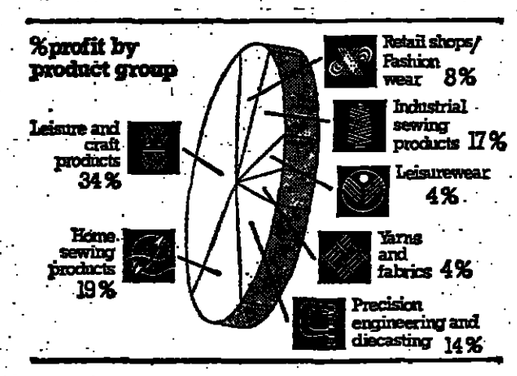
Options give the right to buy or sell the currency, but not the obligation like futures contracts in the months ahead at a fixed price regardless of exchange rate movements. The The Stock Exchange plans three, six, nine and 12-month contracts with a choice of different fixed strike prices or exchange rates.

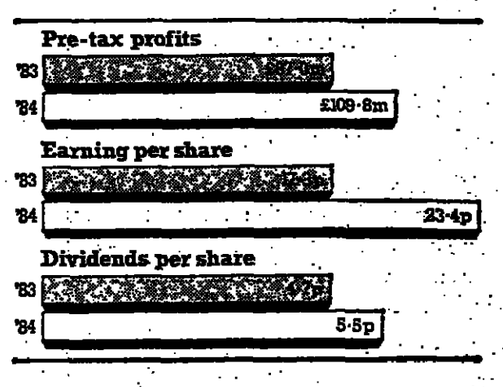
Liffe detailed proposals for almost identical contracts, but for a face value of £25,000, on the dollar-sterling contract due to start on June 27.

It is widely believed in the City that there is not enough potential business for two embryo markets to develop offering near-identical products.

The Bank of England has kept a watching brief on developments but is reluctant to come down for one exchange against the other.


# The symbols of our success




*Highlights from the Review of Activities and the Statement of the Chairman, Sir William Coats:*

**Turnover up 21%; profit up 26%; earnings per share up 35%; final dividend up 20%**

The year 1984 has been a notable one for your company in that we have achieved £1,000 million of turnover and £100 million of profit before tax. When the year began we had been hopeful of reaching the latter but thought it unlikely that turnover would pass the billion pound mark.

The Board consider that the results justify an increase in the final dividend from 3.2p to 3.85p making a total increase for the year of 17%.

**Product groups**

The past year has seen a heightened general awareness of the extensive range of the group's manufacturing and trading interests and we also continue to benefit from the wide geographical spread of our activities.

Although traditional trades still feature strongly in the overall performance of the group, and will continue to do so, the product groups—leisure and craft products, retail shops/fashionwear, precision engineering and diecasting—account for over 50% of the group turnover and trading profit. Our policy is directed towards further development of these trades either through expansion or acquisition.

In pursuance of that policy we purchased during the year Aero Needles of Redditch, and Schachenmayr, Marin & Cie, a leading handknitting yarn manufacturer in West Germany. Both companies are performing well and with some reorganisation will become very profitable additions to the group.

**Prospects**

We look forward to 1985 with confidence, provided there are no violent swings in those exchange rates which are most important to us.

**Results Highlights**

| | 1984 £m | 1983 £m |
|---|---|---|
| Turnover | 1,076.0 | 888.0 |
| Trading profit | 121.8 | 94.5 |
| Pre-tax profit | 109.3 | 87.0 |
| Capital expenditure (including leasing and companies acquired) | | |
| – U.K. | 26.7 | 17.4 |
| – Total | 69.9 | 49.1 |
| Net cash flow | (27.3) | (8.8) |
| Gearing | 31% | 26% |
| Earnings per share | 23.4p | 17.3p |
| C.C. earnings per share | 12.5p | 7.0p |
| Dividends per share net – Interim (paid on 31.12.84) | 1.65p | 1.5p |
| – Final (payable on 1.7.85) | 3.85p | 3.2p |
| Number of employees | | |
| – U.K. | 14,400 | 15,200 |
| – Total | 42,900 | 43,500 |

*(The figures for the year to 31st December 1984 are abridged from the Group's full accounts which will be filed with the Registrar of Companies after the Annual General Meeting).*

*Copies of the Annual Report are available from: The Secretary, Coats Patons PLC, 155 St. Vincent Street, Glasgow G2 5PA*

COATS PATONS PLC

## Harvard Securities Limited

*Member of the British Institute of Dealers in Securities.*

Last night's closing prices:

| High | Low | Share | Mid Price | |
|---|---|---|---|---|
| 29½ | 5 | Air Ship Inds. | 24½ | |
| 40½ | 37½ | Ambutemp | 37½ | − 1 |
| 45 | 30 | Ambrose | 30 | |
| 27 | 25 | A. [illegible] Furniture | 27 | |
| 132½ | 114 | [illegible] Systems | 123½ | + 3 |
| 62 | 11½ | Ansord Res. | 15½ | + 4 |
| 2 | ⅜ | Belvoir Pet. | ⅜ | |
| 17½ | 10½ | Berkeley Exp. | 10½ | − 1 |
| 61¼ | 25 | Blenheim | 62½ | − 1 |
| 27½ | 11 | Brewery Inn Inv. | 23½ | |
| 20 | 12 | Brewery[illegible] Wts | 14 | + 1 |
| 142 | 30 | British Telecom | 139 | |
| 122½ | 70 | A. Brown | 102½ | |
| 77½ | 14½ | Burnd Holdings | 37½ | + 1 |
| 68 | 60 | Burnd [illegible] | 67 | |
| 11 | 7 | Cirrus [illegible] | 9 | |
| 29½ | 12 | Cotton Beach | 27½ | |
| 150 | 90 | Credo Petroleum | 90 | |
| 330 | 180 | [illegible] | 237½xr | + 15* |
| 30 | 10½ | D.A.S.A. | 14½ | |
| 35 | 20 | Dalkeith | 31½ | − 2 |
| 8¼ | ¾ | Euroseal | 1¼ | |
| 9 | 4 | Film Venture | 4 | |
| 31 | 20 | For Eyes | 25½ | − 2 |
| 30½ | 10½ | Future Forests | 10½ | − 1 |
| 47 | 28 | Global Av. | 28 | |
| 72 | 15½ | Gocam | 17½xr | |
| 64 | 58½ | Hard Rock | 61 | − 1 |
| 8 | 5 | Hartley Baird | 7 | |
| 47½ | 40 | Harvard Sec. Grp | 40½mb | |
| 23 | 5 | Homokinetics | 7½ | |
| 37 | 20 | Herbert Woods | 27½ | |
| 27½ | 9½ | I-Data | 12½ | |
| 40 | 7 | Intervision | 7 | |
| 22½ | 13 | Ireland Yard | 22½ | + 1 |
| 5 | 4 | Ireland Yard Wts | 3 | |
| | | Kunick Leisure | 4½ | − 1 |
| 42½ | 27 | Leading Leisure | 37½ | − 1 |
| 25 | 9 | Leisure Inv. | 24 | + 1 |
| 305 | 97½ | Memcom | 272½ | |
| 155 | 110 | Memtek | 127 | |
| 76 | 22 | Microtime | suspended | |
| 28½ | 2 | N. Atlantic Air | 5 | |
| 54 | 18 | N.A.E. | 22 | + 2 |
| 24 | 18 | Naylor Cars | 18xr | |
| 190 | 80 | New Dimensions | 85 | + 5 |
| 5½ | 2 | Newgate Trust | 3¼ | |
| 62 | 41½ | Optometrics | 45½ | |
| 81 | 20 | Pizzo | 22 | |
| 19 | 15 | Publishing Hdng | 19 | + 3 |
| 52 | 15 | Rights Eye | 45½ | − 2 |
| 27 | 12 | Special Eyes | 19½ | − 1 |
| 16 | 7½ | Sulops | 7½ | |
| 61 | 25 | [illegible] Medical | 50 | |
| 20 | 10 | Tiddale Inv. | 14½ | + 4½ |
| 235 | 100 | Tadpole Tech. | 190 | − 10 |
| 59 | 25 | Thew | 52 | + ½ |
| 52½ | 25 | Townhill Sets. | 51½ | |
| 40 | 30 | U.S.M.N. | 32½ | |
| 76 | 49 | V.T.C. | 63mb | |
| 50 | 35 | V.T.C. Defd | 40mb | |
| 50½ | 45 | Waterslides | 50½ | + 1½ |
| 20 | 9 | Westlam Pet. | 9 | |
| 15 | 10 | Zevar | 11½ | |
| Harvard Warrants for acquisition of: | | | | |
| 42 | 23½ | Bleadale Opm | 38 | − ½ |
| 9 | 3 | Burnd Hldgs Opt | 8½ | + 1 |
| 16 | 14 | Carlton Bell Opt | 14 | − 1 |
| 15 | 11 | Dalamore Opt | 12 | |
| 9 | 7 | London Opm | 8 | |
| 58 | 30 | Hard Rock Opt | 52½ | − 8 |
| 17½ | 4 | L. Leisure Opt | 12½ | |
| 54 | 27 | Rights Opm | 29 | |
| 15 | 13 | Thew Opm | 14 | |

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| | |
|---|---|
| GROSS EQUIV. | 17·08% |
| NET INTEREST PAID | 11·96% |

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## COMPANIES

### Mowlem record beats forecasts

JOHN MOWLEM'S pre-tax profits advanced last year by £1m to a new peak of £11·1m, a much better performance than observers were expecting. At the half-way point they were down to £700,000 and the group itself said the indications were it would be more difficult to make progress in profit terms.

The year saw a change in the relative contributions from the divisions. Mowlem Technology, where Buehler made good progress and E L E had a marked recovery, continued to grow. Property development, including the rationalisation of group property holdings, made a markedly increased contribution but construction's profits were below objectives though still showing a good return on assets.

Regional companies did well and international results were creditable, but the major British civil engineering business was affected by two projects which failed to meet group objectives. The group adds that it is likely that 1985 will see maintenance of the new relationship of profits and further progress is expected.

A 9·75p final on July 1 makes 11·85p (11·2p) from earnings of 28·7p (27p).

### Nurdin & Peacock

FOLLOWING an improved performance for the 21st successive year, Nurdin & Peacock, the cash and carry wholesaler, is increasing the dividend to 4·2p (3·57p) with a 2·5p final on July 3. There is also a one-for-four scrip issue.

Pre-tax profits are up £1·16m to £15·2m, though earnings are unchanged at 15·8p due to the adverse effects of the 1984 Budget. A big factor in the year's outcome was the success of the group's "Red Band" cigarettes.

These were launched in July, within six weeks were Nurdin's best selling brand and, according to chairman Michael Peacock, have never looked back. Sales increased in the current year is running at an encouraging level.

### Bellway

HALF-YEAR results from Newcastle housebuilder Bellway have slumped from £1·17m to just £680,000 pre-tax on turnover of £19·8m (£19·1m). Earnings are back from 4·2p to 2·4p but the interim dividend stays at 3p on July 5.

The group looks forward to increased sales in the North now the miners' strike has ended. The South-East market, according to chairman Kenneth Bell, did not suffer in the same way and has performed well.

Bellway (North London) has acquired several sites for residential development, but completion of the first units is not anticipated until the next financial year.

### BAT

GOOD results from BAT Industries' 75 p.c.-owned Brazilian subsidiary yesterday helped the tobacco-based conglomerate to recover from a 1985 low of 300p to close at 320p. Pre-tax profits of Souza Cruz for the three months to March 31 jumped from cruzeiros 38·6bn to cruzeiros 188bn.

### Geers Gross

ON TURNOVER of £122m against £97·9m, advertising group Geers Gross increased pre-tax profits from a depressed £1·25m to £1·82m in 1984. Earnings are 10·6p compared with 7·1p, and there is a 2p final dividend on July 12.

Significant progress was made by Geers Gross Advertising Inc. of New York, both in terms of margins and levels of activity following the combining of the group's United States operations into one agency unit. The New York agency now has billings in excess of $100m and is the 30th largest in the United States.

### Jessups

JESSUPS, motor vehicle dealer and body builder, has followed a record 1983-84 — when profits rose from £901,000 to £1·15m — with an encouraging first half for the pre-tax outturn is up from £405,000 to £455,000. The board is confident of continuing the improvement and accordingly the interim dividend is being lifted from 1p to 1·25p on July 1 from earnings of 4·07p (4·85p).

Turnover was marginally ahead at £25·4m (£23·2m).

Leasing activities again achieved improved profit performance while the parts and service operations also did well.

The group continues to benefit from capital allowances on the lease fleet which will keep the tax charge low for the year ending August.

### Marshall's Universal

MARSHALL'S Universal 1984 pre-tax outturn rose from £981,000 to £1·6m and — as foreshadowed — is resuming final dividends with 1·75p on July 22 for a 2p (nil) total.

Turnover of this vehicle distributor and paper merchant advanced from £52·5m to £64·4m. Earnings were 5·45p (2·09p).

The group says that after the sale of its East African interests it will be broadly based and trading entirely in Britain. Self-adhesive activities are the largest in Britain and it looks forward to a growing share of this market.

The industrial components businesses had a highly successful year and a "substantial" increase in profitability for this division is expected.

Marshall's is acquiring Road Signs-Franco from Wagon Industrial Holdings for £1·02m, satisfied by 1·71m Marshall shares and £12,800 cash. In 1983-84, Road Signs-Franco made £207,000 (£185,000) pre-tax.

### London United

INSURANCE holding company London United Investments has had another record year with pre-tax profits ahead from £5·22m to £6·19m on the back of turnover of £40·8m against £24·6m.

Earnings come through at 27·16p, compared with 24·38p, and the dividend goes up 1p to 13p with an 8p final. The results included associates' contribution of £644,000 against £256,000 but were struck after group overheads £85,000 higher at £762,000.

### Redpath Industries

SECOND - QUARTER pre - tax results from Tate & Lyle's major Canadian subsidiary, Redpath Industries, slipped from C$9·28m to C$8·78m, making the six months total C$18·9m (C$19m).

The latest quarter was hit by the five-week strike at Redpath Sugars and by the severe price competition in the North-Eastern United States. An improved industry environment is expected during the remainder of the year.

### Shiloh Spinners

SHILOH, whose interests range from textile spinning to computer software, yesterday rebounded 36 to 80p in response to the strong profits recovery and full dividend restoration.

With the closing half producing £500,000 against just £17,900, the pre-tax surplus has jumped £291,000 to £417,000.

Earnings come out at 14·03p (3·89p) and a 1·25p final dividend on June 20 lifts the total to 2p (1·5p).

Further progress is seen during the coming year.

### Spong Holdings

SPONG Holdings, the houseware products distributor which turned round from a £26,000 loss to a £71,500 profit at half-way, went on to make a further £199,500 in the second half to lift the full year pre-tax outturn from £36,000 to £271,000 and with earnings of 1·29p (0·28p) it is paying its first Ordinary dividend since 1978 with nominal 0·1p distribution for 1984.

The group is also paying the arrears due on the preference shares. The group started 1985 in a stong liquid position, helped December 1984, and two recent partly by the sale of Murell in acquisitions have strengthened its existing activities.

Proposing to change the year to end-April.

### Souza Cruz

GOOD results from BAT Industries' 75 p.c.-owned Brazilian subsidiary yesterday helped the tobacco-based conglomerate to recover from a 1985 low of 300p to close at 320p. Pre-tax profits of Souza Cruz for the three months to March 31 jumped from 38·6bn Cruzeiros to 188bn Cruzeiros.

### J. W. Spear

J. W. SPEAR & Sons, maker of a wide range of games including Scrabble and toy products, continued its recovery in the second half of last year. The interim £5,000 pre-tax profit has been followed by £858,000 (£239,000) for the full year.

With earnings up 7·87p to 11·05p dividend restoration goes on with a 4p payment on July 1 against 1p.

The group pushed sales up from £7·08m to £8·29m, winning back market share both in Britain and in all its major overseas markets, and chairman Francis Spear reports that the current order position indicates another improvement in trading results this year.

### Ramco Oil

USM-quoted Ramco Oil Services reports pre-tax profits up from £847,000 to £910,000 and the acquisition of Inverness-based Thomson Welding and Inspection for £800,000.

Half the purchase price is satisfied by the issue of new shares.

Dividend for the year is 0·7p a share.

### Rio Tinto-Zinc

RIO Tinto-Zinc's chairman, Sir Alistair Frame, says in his 1984 annual statement that world economic activity should expand this year, although not as rapidly as in 1984, and that the group's industrial interests may find it hard to maintain their pace of improvement. However some metal prices may rise.

### IN BRIEF

**Phicom** has bought a 20 p.c. stake in **Benchmark Technologies**, a developer and marketer of specialised single board micro-computers for OEM applications, for £250,000.

**London Securities:** Following reduction of holding in London & Manchester Securities to about 48 p.c., propose to repay 10 p.c. deb stock 1995-5 at par together with accrued interest.

**Tiger Oats:** First half pre-tax profit R62·7m (R60·3m). Turnover R1·39bn (R1·05bn). Eps 318 cents (257); interim 90 cents (65), to reduce disparity and payable July 12. Second half profits likely to be in line with those of the first. Rate of increase in earnings unlikely to be at same level as period under review.

### BIDS AND DEALS

### Midsummer Inns

MIDSUMMER INNS, the USM quoted real ale pub chain, is to acquire Charnwood Leisure, Charnwood Shopfitters and Swithland Leisure, companies controlled by Midsummer's chairman Adam Page and his fellow director Paul Reece.

In addition, Midsummer will purchase Isabellas discotheque in Sheffield from Swithland Estates, a company also controlled by Adam Page.

The aggregate consideration for these acquisitions is £1·55m to be satisfied by £941,000 cash and 271,700 new Ordinary shares which will only rank for 50 p.c. of any dividend in respect of the 1984-85 year.

As a result of the acquisitions Adam Page will control 55 p.c. of the Midsummer equity and Paul Reece 15 p.c.

Midsummer reports pre-tax profits of £111,000 in the six months ended March on turnover of £952,000. Because of the change of year-end the nearest comparable figures are for the second half of 1983-84 when it made £25,000 on turnover of £788,000.

Earnings are 11·5p (4·5p). There is no interim dividend. Trading in the second half has started well.

### Reed International

REED International yesterday completed the sale to Borden Inc of its Crown Wallcoverings operation in the United Kingdom and its Sunworthy Wallcoverings operations in Canada and the United States for £28·6m cash.

The consideration approximates to the book value of the net assets sold. Estimated results of these businesses in the year ended March 31 are a trading profit of around £2·5m on turnover of £75m.

### Monex

PHELAN, Lewis & Peat has bought a controlling stake in money brokers, Monex, for an undisclosed sum. Michael Phelan becomes its chairman.

Phelan, Lewis & Peat is a joint venture between Mr Phelan, who quite R. P. Martin in 1983 after boardroom disagreements, and Lewis & Peat. But an injection of further equity is being negotiated with venture capitalists Alan Patricoff Associates.

**Phicom** has bought a 20 p.c. stake in Benchmark Technologies, a developer and marketer of specialised single board micro-computers for O E M applications, for £250,000.

**Erskine House** has acquired three fire protection companies —**Securi-Fire, Starr & Pitt** and **Minsterplace**—for £162,000 cash.

**LRC International** is acquiring the photographic processing business of **Turners (Colour Laboratories)**. The consideration will be £400,000 of which £200,000 has been paid. The balance will be paid over four years. The deal does not involve Turners' retail photographic business.

**Expamet International** has acquired Southend-based **Phoenix Controls**, specialist importers and makers of a range of devices for the security and electronic sectors. The consideration is satisfied by 342,800 Expamet shares.

**Northern Foods:** In circular relating to acquisition of part of assets and goodwill of Express Dairy U.K. estimates pre-tax profit for year ended March will be not less than 1983-84's £53·5m. Trading in first month this time in line with expectations.

### CHAIRMEN

**Betec—John Paterson:** Trading in first quarter has been rather slow but long term prospects are exciting.

**Coats Patons — Sir William Coats:** With some upturn in America we look forward to 1985 with confidence.

**Thurgar Bardex—Gilbert Hunt:** Present indications are that sales will continue to grow in 1985.

### NEW ISSUES

### Clayform

THE offer for sale of 2·53m shares in Clayform Properties at 165p a share was subscribed around 4·5 times. After preferential applications, the allotment basis is as follows: for 200-800 shares—200 shares; 1,000-5,500—25 p.c. of amount applied for; 6,000-9,500—2,000; 10,000 and over —20 p.c. of amount applied for. Dealings are expected to start next Wednesday.

### American Electronic

THE OFFER for sale of 10m Ordinary shares in American Electronic Components at 20p each has been heavily oversubscribed. The basis of allotment will be given as soon as possible.

# Haden consortium engages Trafalgar

By RA TICKEL

THE battle for control of Haden, the engineering group, enters a crucial 48-hour period today when a consortium-backed management buy-out offer to rival the £37·2 million cash offer from Trafalgar House, is expected to be announced.

Schroders, the merchant bank advising Haden, yesterday confirmed discussions were taking place with a consortium company including Haden's senior management and a number of institutional investors including the Electra and Globe investment trusts, with a view to reaching agreement on an offer for the whole of the company.

The move is believed to be the first of its kind and with Schroders having put together the institutional backing, Charterhouse Japhet is being brought in to advise the consortium. Schroders will continue to advise Haden—or its independent directors.

The announcement coincided with Mr Tebbit, Trade and Industry Secretary, giving Trafalgar's 240p-a-share bid, dismissed as "unwelcome and opportunistic" by the Haden board, clearance to proceed.

Haden's share price has remained comfortably in excess of Trafalgar's offer throughout the bid and improved a further 20p to 331p yesterday following confirmation a rival bid was in the offing.

The Trafalgar House bid reaches its second closing date today and chairman Sir Nigel Broackes has until Friday at the very latest, to decide whether or not to increase his offer but Schroders' announcement suggests Haden chairman Peter Simonis and his team are serious about keeping the engineering group under their management.

Trafalgar House said last night they were "confused" by Schroders' statement and until clarification of the announcement was received, it was considering its position.

# Nimslo optimistic as loss falls to $3·1m

By MICHAEL BECKET

NIMSLO International, the 3D camera company, made a pre-tax loss last year of $00 million and a net loss of $3·1 million (£2·5 million) and again had its accounts qualified, but the chairman James Davidson points out this was a big improvement on the $30.8 million net loss of 1983 and the loss was "less than reported for the six-month period ended June 30, 1984."

Losses accumulated in four years of activity have now topped $50 million and Mr Davidson is reluctant to forecast a profit for the current financial year. But he says this year will show "progress over 1984," and he is "encouraged by initial results."

The shares eased 2p to 34p yesterday which puts a value of £37 million on the company compared with the £250 million when it went on the unlisted securities market in November 1981. It was then developing a camera with four lenses to give a 3D effect in photographs, but Mr Davidson said "the amateur cameras have not been a big success" and production is now down to 25,000 a year.

Almost all of these are sold in the United States at between $35 and $65 and as soon as Nimslo has established what the market will pay, it will launch a new camera, but not till "mid-86 at the earliest." But manufacture has just started of a 35mm studio camera to sell at between $2,000 and $3,000.

Turnover last year rose 6·6 p.c. to $27·9 million (£22·9 million), almost all of it in America. The audit qualification concerns the $8·8 million (£7.2 million) worth of technical information and design in the accounts, but the auditors warn that "recovery of these intangible fixed assets is dependent upon adequate future profits arising from the exploration of the information and designs and the sales of cameras".

Mr Davidson said the policy was to write intangibles off over eight years, and $1·3 million was written off last year. The company's main revenues now come from a chain of photographic studios across the United States, which accounted for 94 p.c. of the revenue and last year provided $1·4 million profit.

But the company is persisting with its cameras and Mr Davidson said: "I would hope the ship is fairly stable now."

## MONEY & EXCHANGES

THE POUND fell sharply as the dollar scored widespread gains on exchange markets yesterday, with dealers pointing to the American government's hefty funding programme as a factor behind the dollar's advance.

Sterling closed 1·85 cents down at $1·2250 and its average international value fell by 0·4 to 77·7. The pound held up well against other major currencies, however.

The cost of period funds edged up in London as the wavering pound undermined sentiment in money markets. The three-month interbank rate held at 12¾ p.c., but six-month money was dearer.

The Bank of England bought bills and entered into sale and repurchase arrangements with the discount houses to provide a cash injection of over £1 billion to the banking system.

### THE POUND ABROAD

| | 1-5-85 | Prev. close |
|---|---|---|
| Austria | 27.01—.12 | 26.87—27.07 |
| Belgium* | 77.44—.76 | 77.10—.48 |
| Canada | 1.6731—6785 | 1.6926—.6962 |
| Denmark | 13.9050—.9250 | 13.9040—.9540 |
| France | 11.7089—.7893 | 11.6840—.7762 |
| Germany W | 3.8442—.8642 | 3.8387—.8527 |
| Holland | 4.3469—.3673 | 4.3342—.3671 |
| Ireland | 1.2270—.2285 | 1.2150—.2210 |
| Italy | 2448.22—2464.88 | 2434.08—2468.72 |
| Japan | 309.12—.81 | 312.24—315.24 |
| Norway | 11.0895—.1551 | 11.0945—.1283 |
| Portugal | 215.50—217.65 | 214.25—217.88 |
| Spain | 214.73—215.69 | 214.99—215.88 |
| Sweden | 11.1186—.2105 | 11.1683—.2257 |
| Switzerland | 3.2257—.2384 | 3.2119—.2321 |
| Utd. States | 1.2220—.2240 | 1.2400—.2450 |

* Convertible rate.

Effective Sterling Exchange Rate Index NOON 77·8 (78·2) CLOSE 77·7 (78·1) (Base 1975 = 100)

### OTHER MARKET RATES

| | |
|---|---|
| Argentina | Peso 550.00—551.17 |
| Australia | A$1 8871—1.8940 |
| Brazil | Cruzeiro 6085.00—6118.00 |
| Cyprus | C£ 0.7888—0.7911 |
| Finland | Markka 7.8849—7.8938 |
| Greece | Drachma 165.24—169.25 |
| Hong Kong | HK.$ 9.5050—9.5035 |
| India | Rupee 15.2671 |
| Iraq* | Dinar 0.3865—0.3882 |
| Kuwait | Dinar 0.3750—0.3780 |
| Malaysia | Ringgit 3.0280—3.0325 |
| Saudi Arabia | Rial 4.4080—4.4350 |
| Singapore | S$ 2.7160—2.7220 |
| South Africa | Rand 2.4015—2.4122 |
| United Ara. Emirates | Dirham 4.4850—4.5150 |

* Subject to limit

### DOLLAR RATES

| | 1-5-85 | Prev. close |
|---|---|---|
| France | 9·5800 | 9·4250 |
| Germany | 3·1460 | 3·0990 |
| Switzerland | 2·6400 | 2·6000 |
| Japan | 252·80 | 251·60 |
| Trade weighted ave. | 148·00 | 146·70 |

### EUROCURRENCIES

DOLLARS:
7 days 8⅜—8½ — 1 month 8⅜—8½
3 months 8¾—8[illegible] — 6 months 8[illegible]—9

MARKS:
7 days 5[illegible]—5[illegible] — 1 month 5[illegible]—5[illegible]
3 months 5¼—5⅜ — 6 months 5[illegible]—5[illegible]

SWISS FRANCS:
7 days 2½—2¾ — 1 month 4¾—5
3 months 5⅛—5¼ — 6 months 5[illegible]—5[illegible]

### FORWARD RATES

The forward rates for currencies for one month and three months are as follows:

| | One month | Three months |
|---|---|---|
| Austria | 16½-13¼ Gr. pm | 41½-36¼ Gr. pm |
| Belgium | 26—18 c.pm | 65—55 c.pm |
| Canada | 0.47—0.37 c.pm | 1.18—1.06 c.pm |
| Denmark | 4⅜—3¾ Ore pm | 10¼-9⅛ Ore pm |
| France | 2¾—2 c pm | 6½—5⅞ c.pm |
| Germany W | 2⅜—3¼ Pfg pm | 6⅝—6¼ Pfg pm |
| Holland | 2¼—2 c.pm | 6⅛—5⅞ c.pm |
| Italy | 3 Lire pm—Par | Par—5 Lire dis |
| Japan | 1⅛—1⅛ Yen pm | 4⅛—4⅜ Yen pm |
| Norway | Par—¼ Ore dis | ¾—1⅝ Ore dis |
| Portugal | 150—510 c.dis | 460—1480 c.dis |
| Spain | Par—30 c.dis | 81—115 c.dis |
| Sweden | ¾—1¼ Ore dis | 3⅛—3¾ Ore dis |
| Switzerland | 2¼—2 c.pm | 6⅛—5⅞ c.pm |
| Utd. States | 0.46—0.44 c.pm | 1.20—1.17 c.pm |

### GOLD PRICE

1st Fix $318·60 — 2nd Fix $312·50
Close $311·75 ($321·00)
Sterling Equiv. £254·60 (£256·55)

### KRUGERRANDS*

£258·00—£304·75 (£263·00—£310·50)

### PLATINUM NOBLES

£226·50—£229·10 (£232·80—£235·60)

### NEW SOVEREIGNS*

£58·00—£74·75 (£59·[illegible]—£76·13)

* Banks selling rate includes VAT and charges. Buying rate excludes VAT. Prices are for single coins.

### MONEY MARKET RATES (per cent.)

CLEARING BANKS Base Rate 12½—12¾ (April 19)

FINANCE HOUSES Base Rate 13½ pc (May)

DISCOUNT MKT.: Day-to-Day 11—12¾

INTERBANK: Overnight 12¼—12⅞; 7 days 12⅛—12⅜; 1 month 12[illegible]—12[illegible]; 3 months 12⅝—12¾; 6 months 12[illegible]—12[illegible]

LOCAL AUTHORITY DEPOSITS: Two days 13; Seven days 13; One month 12[illegible]; Three months 12¾

BANK BILLS: 1 month 12¼—12[illegible]; 3 months 11[illegible]—12; 6 months 11[illegible]—11[illegible]

TREAS. BILLS: 1 month 12¼—12[illegible]; 2 months 11¾—12; 3 months 11[illegible]—11[illegible]

STERLING C.Ds.: 1 month 12¾—12⅞; 3 months 12⅝—12½; 1 year 11¾—11[illegible]

DOLLAR C.Ds.: 1 month 8.25—8.35; 3 months 8.40—8.50; 1 year 9.50—9.60

## COMMODITIES

### LONDON METAL MARKETS

Rudolf Wolff Report

COPPER: Steady but quiet. Wire Bars: Off settlement £1,205 (£1,229), Off midday cash £1,203-£1,205, 3 months £1,178-£1,179. After close cash £1,203-£1,205. 3 months £1,178-£1,179. T/O 13,750 tonnes. Cathodes: Idle. Off settlement £1,175 (£1,194), Off midday cash £1,175-£1,175. 3 months £1,173-£1,175. After close cash £1,175-£1,175. 3 months £1,175-£1,175. T/O Nil tonnes.

TIN: Steady but quiet. Off settlement £9,400 (£9,235). Off midday cash £9,390-£9,400. 3 months £9,390-£9,400. After close cash £9,39[illegible]-£9,404. 3 months £9,380-£9,390. T/O 1,035 tonnes.

LEAD: Steady but quiet. Off settlement £511 (£512). Off midday cash £510·50-£311. 3 months £505·50-£506. After close cash £310·50-£311·50. 3 months £505·50-£506. T/O 3,575 tonnes.

ZINC: Steady. Off Settlement £704 (£702). Off Midday Cash £702-£704. 3 Mths £700-£701. Aft Close Cash £703-£709. 3 Mths £704-£704·50. T/O 5,675 Tonnes.

SILVER: Quiet. Midday Cash 499·5p-500·5p. 3 Mths 515·5p-516·0p. Aft Close Cash 500p-502p. 3 Mths 516p-518p. T/O 48 Lots of 10,000 ozs each.

ALUMINIUM: Steadier. Off Settlement £901 (£899). Off Midday Cash £900-£901. 3 Mths £918·50-£919. Aft Close Cash £911-£912. 3 Mths £929-£929·50. T/O 7,830 Tonnes.

NICKEL: Firm. Off Settlement £4,495 (£4,550). Off Midday Cash £4,490-£4,495. 3 Mths £4,450-£4,455. Aft Close Cash £4,580-£4,590. 3 Mths £4,530-£4,540. T/O 463 Tonnes.

LONDON SILVER MARKET: Spot 498·80 (508·00). 3 Mths 514·10 (523·50). 6 Mths 528·35 (538·55). 1 Yr 557·65 (567·85).

PLATINUM: Free-Market £330·35 (£326·40).

### LONDON COMMODITY MARKETS

Rubber Spot: 66-69 (65-69).

SISAL: East African quoted levels. No. 1 Bask $660. No. 3 Long $640. C.I.F., Antwerp Prices.

SUGAR: London Daily Price Raws £76 (£76). No. 6 contract. $ per tonne. Aug 106-106·20. Oct 110·20-110·40. Dec 116-117. March 128-128·20. May 132·80-133·20. Aug 137·60-141·80. Oct 143-145. T/o 541 Lots.

SOYA MEAL: Slightly steadier. June £125·50-£126·50. Aug £122·50-£123. Oct £125-£125·40. Dec £129·50-£129·90. Feb. £134·10-£134·60. April £135·20-£136. June £135·10-£137·50. T/o 500 Lots.

COFFEE £ per ton: May 2095. July 2158. Sept. 2197. Nov. 2221. Jan. 2239.

COCOA E. D. + F. Man (Cocoa) Report (£ per tonne). Closing prices: March 1736 sell, 1784 buy. July 1821-1819. Sept. 1805-1205. Dec. 1785-1784. March 1786-1784. May 1791-1789. July 1810-1780. Sales 2,362.

FREIGHT FUTURES

July 981-5. Oct. 1035. Jan. 1045. April 1075. July 1045. Oct. 1075. Jan. 1143. April 1200. Total traded 134 lots (value 10 per point).

### CRUDE OIL

Rotterdam spot prices in dollars. Arab light 27·30. Dubai 26·30. Arab heavy 26·20. North Sea Forties 27·05. Brent 27·05. Nigerian bonny medium 26·95. Urals 26·90.

### GAS OIL FUTURES

May 223-22·75. June 217-16·30. July 216-15·30. Aug 218-17·30. Sept. 220·25-19·50. Oct. 223-22. Nov. 226-20. Dec. 230-25. Jan. 230-16. Total volume: 1871. Premier Man.

### (G A F T A)

PIGMEAT (GAFTA) Pence per Kilo. June 104·30. Aug 100·70. Oct 106·50. Nov 106·60. Feb 99·90. April 100·30. T/o 68 Lots.

POTATOES (GAFTA). May £55·20. Nov £69·50. Feb £78. April £85·40. May £99·90. T/o 297 Lots.

LIVE PIGS (GAFTA) Pence per Kilo. May 101. June 98·50. July 96·50. Aug 94·80. Sept 96·50. Oct 99. Nov 100. Jan 94·30. Feb 94·30. March 94·50. April 94·50. T/o 1 Lot.

### LONDON GRAIN MARKETS

BARLEY: £ per ton: Unavailable. Wheat "B" £ per ton. May 120. July 123·50. Sept. 99·40. Nov. 102·50. Jan. 106·15.

HGCA. — Locational ex-farm spot prices and change on last week East Midlands: Feed wheat 119·20, feed barley 114·70 up 10. NE: Feed barley 114·40 up 100. Scotland: Feed barley 114·70.

### COVENT GARDEN

Vegetables lb: artichoke root 20, asparagus 80-160, aubergine 50-70, beans Kenya 100-130, broad 30, bobbi 40, beau sprouts 30, sprouting broccoli 15, calabrese 60-100, cabbage 15-13, carrots 16-26, courgettes 35-40, fennel 50, greens 8-10, leeks 20-26, mangetout 200-250, mushrooms 50-70, onions 5-15, parsnips 8-10, peppers 40-60, potatoes old 5-6, imported new 10-16, home grown new 70-80, swedes 7, parsley 40. Each: artichoke globe 30, cauli 30-44, sweetcorn 30.

Salad bunch: radish 10-15, watercress 18, spring onions 10-15. Per lb: chicory 50, new beet 17, cooked 25, Chinese leaf 30-50, tomatoes 30-55. Each: celery 20-45, cucumbers 16-30, round lettuce 5-7, cos 10-20, endive 50, iceberg 20-30.

Fruit lb: eating apples 12-32, cooking 10-14, bananas 28-30, grapes 30-60, pears 10-28, rhubarb 8-12, strawberries 60-80. Each: avocados 15-36, coconuts 28, grapefruit 10-20, pink 20-40, Kiwi 10-24, lemons 4-10, limes 14-18, mangoes 50-70, melons 90-200, oranges 2-16, tangerines 8-11, pawpaw 60-80, pineapples 50-150, ugli fruit 20-60.

### LIVESTOCK COMMISSION

Average fatstock prices: GB cattle 97·02p kg lw (+0·95), sheep 245·19p kg est d c w (−4·48), pigs 82·00p kg lw (+4·27). England and Wales: Cattle nos up 7·2 p.c., ave. price 97·37p (+1·16), sheep nos up 25·1 p.c., ave. price 242·70p (−7·79), pig nos up 26·3 p.c., ave. price 88p (+4·27). Scotland: Cattle nos up 23·5 p.c., ave. price 95·54p (+0·12), sheep nos up 16·5 p.c., ave. price 247·85p (+22·59).


# WATERFORD HAVE RAISED THEIR GLASSES TO A RECORD IR £14.6 MILLION PROFIT

Waterford Glass Group plc are pleased to report that pre-tax profits at IR£14.6 million for the year ended 31st December 1984 were 43.7 per cent up on the previous year.

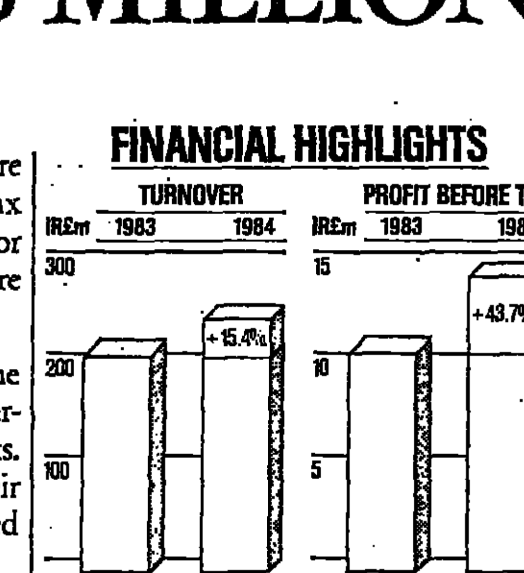
This increase was largely due to the greatly improved crystal and china operations. Particularly in overseas markets. A strong dollar also helped improve their position in the US where Waterford achieved record sales.

Improved liquidity also played an important part, with a reduction in borrowings of IR £9 million and lowering of the debt/equity ratio from 60 per cent to 47 per cent.

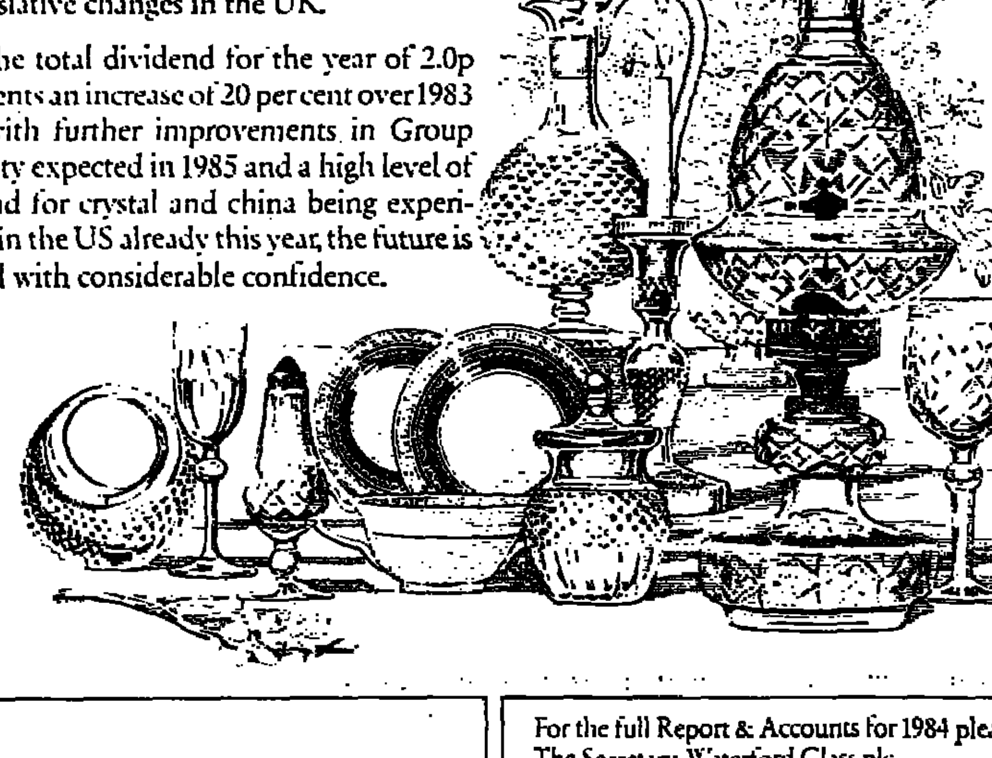
The accounts provide IR£2 million for extraordinary items. The amount covers closure costs and reorganisation expenses as well as a provision for deferred taxation due to legislative changes in the UK.

The total dividend for the year of 2.0p represents an increase of 20 per cent over 1983 and, with further improvements in Group liquidity expected in 1985 and a high level of demand for crystal and china being experienced in the US already this year, the future is viewed with considerable confidence.

FINANCIAL HIGHLIGHTS




| | 1984 | 1983 | % CHANGE |
|---|---|---|---|
| EARNINGS PER SHARE | 5.58p | 4.47p | + 25 |
| ORDINARY DIVIDEND PER SHARE | 2.0p | 1.66p | + 20 |
| TOTAL SHAREHOLDERS FUNDS | IR£95.0m | IR£91.3m | + 4.6 |



**Waterford Crystal**

Reversing the previous trend of rising inventories, Waterford Crystal has generated sales in excess of production, achieving profits of IR£11 million compared with IR£7 million in 1983. Sales reached their highest ever level in the US, where over 50 per cent of total output is distributed. UK sales increased by 30 per cent.

**Aynsley China**

Aynsley – manufacturer of fine bone china and distributor of Waterford Crystal in the UK – had a successful year with profits up from STG £2.4 million in 1984.

**Switzer Group**

Despite a fall-off in consumer spending and high VAT rates, the Switzer department stores group has achieved profits of just over IR£1 million.

**Smith Group**

The continuing decline in car sales in Ireland is reflected in the loss of IR £750,000 recorded by this group last year. But restructuring plans are well advanced and an improvement is anticipated during 1985.

**John Hinde**

Further development of the US market was the main improvement which led John Hinde to contribute a very satisfactory IR£500,000 to overall net profit.

WATERFORD GLASS GROUP plc

WATERFORD GLASS GROUP plc

For the full Report & Accounts for 1984 please send this coupon to:
The Secretary, Waterford Glass plc,
Kilbarry, Waterford, Ireland.

Name
Address
Telephone
Date

# Applying for shares in British Aerospace?

## The Prospectus will be published in the national press* tomorrow.

*Financial Times, The Times, Daily Telegraph, The Guardian, The Scotsman, Glasgow Herald.

Issued by Kleinwort, Benson Limited on behalf of British Aerospace Public Limited Company and by Lazard Brothers & Co., Limited on behalf of H M Government.

THE QUESTOR COLUMN

# Foseco's material advance

FOSECO Minsep's business of materials technology may not fill ordinary investors with immediate enthusiasm, but there can be no denying the group's progress in the year ended December nor its prospects.

In the 12 months to December 31 strong advances were made in its three main trading divisions and the fourth was only undone by the miners' strike. This checked profits by about £1 million, but business opportunities have already started to be recovered.

Group outcome at £54·5 million pre-tax against £20·6 million was well up to market expectations and the improved trend noted in the second half of last year has spilled over into most markets so far in 1985.

Foseco, with specialised products and services to the foundry, steel and other metallurgical industries, turned in trading profits of £22.8 million against £13.8 million. Fosroc, with its construction and timber treatment chemical interests, put on more than £1 million at £9.17 million and the rewards of earlier ground work saw Unicorn move from £4.9 million to £8.1 million.

A major foothold in the United States roofing products, coatings and adhesives markets comes from its $47.7 million acquisition of Gibson-Homans, through which Foseco gains 14 manufacturing units and outlets for its own products. The profit contribution from this deal will be slow but sure.

But for the cash acquisition gearing would have fallen from 27 to 13p.c. It now sits at 48p.c. but, given the benefit of a strong cashflow, will fall progressively this year.

Meanwhile, Foseco has ruled out any current need for a rights issue and, though trading conditions in the Middle East are depressed and other areas suffering from exchange rate fluctuations, further steady profits progress is in sight.

It would be wrong to look for the same rate of profits growth this year but a pre-tax outcome of £59 million should be within easy reach.

The shares, after a good performance recently, ran into profit-taking yesterday and closed 5p weaker at 227p. But on a prospective price-earnings ratio of 8·7 and despite scepticism about its steel connections — 25 p.c. of sales worldwide — the shares are undervalued.

## Sit tight with Tricentrol

SPRING is in the air, and so are thoughts of love. But as far as Tricentrol is concerned marriage is the last thing it has in mind, even if Enterprise Oil does have a 4·9 p.c. stake.

Chairman James Longcroft did his best at yesterday's annual meeting to kill off takeover speculation. But it is chatter which will just not go away. And for this and for fundamental reasons investors should sit tight—even though it will be a long and at times dull ride.

First quarterly figures showing a net income of £7·9 million against £7·4 million do little to change the view of flat net income for 1985 and 1986 as well. But for those fully prepared to sit it out then there are more profitable years ahead.

James Longcroft, Tricentrol chairman—first quarter net income £7·9 million, against £7·4 million.

Proven established reserves suggest a sharp increase in production volumes in time, and thus a boost to profitability. The recently raised £45·2 million net via a convertible loan stock puts Tricentrol, for the moment at least, in a reasonable position to fund its development-exploration plans.

The immediate impact of the loan stock issue has been to reduce gearing from 70 p.c. at December 31 to 40 p.c., though the converse of its funding of the acquisition of a 7·5 p.c. stake in Wytch Farm and the impact of higher United Kingdom interest rates sees the net interest charge £1·4 million higher at £5·3 million.

Meanwhile, exploration continues apace, and in the Gulf of Mexico Tricentrol shares with its 8·34 p.c. stake in a gas discovery by Texaco, while in Australia the first of two appraisal wells on WA-191-P are due to start soon.

Net income of £30 million this year and next will make earnings unexciting in the short term, but the share price at 260p, up 15p, is well supported by estimated asset value.

Takeover talk will continue to give the odd flurry of excitement. The speculative element in this, as with others in its sector, should never be forgotten.

## Law goes cold on Pergamon

THE "DELIGHT" reported at Solicitors' Law Stationery Society when Robert Maxwell's Pergamon Press seized control last week is apparently short lived.

Yesterday, Solicitors' Law said the offer of 35p a share "seriously undervalues the future prospects" of the company.

The statement was made by the board, apparently as a whole, yet the board includes a representative of the International Thomson Organisation. It was the Thomson interests which were sold to Maxwell.

Solicitors' Law says that it was aware of two recent approaches which might have led to an offer at a price in excess of that paid by Pergamon. If those approaches had any substance, it is curious indeed that the Thomson interests should have sold out at a lower price.

Yesterday's statement accepts, however, that the acquisition is a *fait accompli*, and that the only question that remains is whether shareholders should accept the cash or remain as a minority holder in either Solicitors' Law or another Maxwell company, Hollis Bros. ⅛ E.S.A. which is offering a share alternative.

There is still an outside chance that one or other of the two approaches—one of which is understood to have come from a management buyout proposal—might come up with an offer which would tempt the Maxwell camp to take a profit on the deal—but its a slim one.

Hope nevertheless dies hard. The Solicitors' Law price was a clear penny above the Pergamon offer last night, providing another escape route for shareholders caught in a confusing labyrinth.

Meanwhile, the spokesman who only last week was "delighted" is reconsidering his verdict.

## Guinness to revamp 'Harp'

ARTHUR GUINNESS and its partners yesterday unveiled plans to revamp "Harp" Lager after its slide in less than ten years from top-spot to fifth position in the £2·5 billion a year lager market.

Greene King has a 25 p.c. stake in "Harp" and Guinness has 75 p.c. Courage, owned by the Imperial Group, and Scottish & Newcastle Breweries, both brew it under licence.

Now Carling, from Bass, tops the charts. "Carlsberg," "Heineken" and "Skol" are all ahead of "Harp", with "Foster's" coming up fast behind it.

It has taken a year of secret planning to prepare for the relaunch aimed at giving "Harp" a new image in its first big reorganisation in ten years. "This is the start of a new growth phase with our largest ever marketing spending," said Simon Mallalieu, franchise director for Harp.

## Planet agrees bid by Heywood Williams

ALUMINIUM and glazing specialist Heywood Williams has emerged as the bidder for Planet Group, the doors and windows maker, with an agreed share exchange offer worth £11·2 million.

The terms, four Heywood shares for every five Planet Ordinary, are worth 112p-a-share with Heywood down 6p at 140p, and Planet returned from suspension to close 8p higher at 106p.

Lloyds Bank International, for Heywoods, is providing a 104p-a-share cash alternative by offering to acquire the new Heywood Ordinary at 130p each.

The Planet board is recommending the offer and, together with others, has undertaken to accept in respect of 50·5 p.c. of the shares, giving Heywood effective control of 52 p.c. of the equity.

Ralph Hinchliffe, chairman of Heywood, which has been pursuing a policy of investing in companies allied to its existing operations—it recently paid £7·3 million for safety glass maker City Glass Works (Liverpool)—saw Planet as further helping spread the group's interests away from the "sluggish" home improvements market, where it acts as a supplier to the trade.

Planet's commercial window business will complement Heywood's window manufacture and glazing contracting activities and provide opportunities for it to develop its aluminium and glass business

Planet's vehicle window business in the United States will also provide Heywood with a base from which to introduce its own products.

Heywood would emerge from the bid with a gearing of around 40 p.c., but was confident the enlarged group will see further progress in 1985 and forecast an interim dividend of not less than 2·42p (2·2p) on the enlarged capital.

## Holiday Inns plans 26 new UK hotels

By DAVID GREEN

HOLIDAY INNS, the American hotel operator which has 1,700 properties worldwide, is planning to open 26 new hotels in Britain to add to the existing 17.

One of its most sought after sites is in the London docklands where it hopes to open two hotels, on condition that planning permission is given for the STOL airport.

The new hotels will have about 120 rooms each and at £40,000 per room this represents a £160 million development.

The group is also near to agreement with the Greater Manchester Council and Commercial Union for the purchase of a 49 p.c. stake in the Manchester Midland Hotel, once one of British Rail's chain of hotels. The cost of refurbishment is estimated at £12·4 million.

It is also planning to open hotels at Heathrow's Terminal 4 and at Manchester Airport. Among other British cities it has under active consideration for hotels are Edinburgh, Leeds, Swindon, Oxford, Bath, York, Southampton, Milton Keynes and Chester.

The plans for Britain are part of a widespread expansion into Europe. Sigi Bergmann, managing director for Europe, says the group plans to be operating in 140 locations on the Continent within the next ten years.

Because of the intense competition among hotel groups for key sites, Holiday Inns is increasingly favouring the refurbishment of existing buildings. One of the proposed hotels in the London docklands area would involve converting a warehouse built in 1804. The company is also negotiating for a Scottish church.

The group's expansion in Britain and Europe is not based solely on a projection of increased need for beds but a demand among business travellers, who account for around three-quarters of its customers, for a better standard of accommodation.

## Pension fund assets £150bn

PENSION funds remain one of the most important forces in the financial markets, with estimated assets in excess of £150 billion and growing well ahead of inflation each year.

According to Alan Philipp, editor of PENSION FUNDS AND THEIR ADVISERS, fund managers are becoming less secretive about the sources of income and details of their assets.

The 1985 edition of the year book shows that of the assets of all pension funds the top 25, which includes those of most of the State-owned industries, account for more than a third of the total with assets valued at £51·7 billion.

It is clear that while the pension industry as a whole is indeed a major force in the City the top 25 funds have a disproportionate influence. These top funds are almost equally divided between the public and private sectors.

Despite the long miners' strike the National Coal Board funds are the largest with assets of £5·75 billion, but it appears that British Telecom with assets of £5·1 billion, up £1 billion in the past year, will soon overtake the coal funds.

PENSION FUNDS AND THEIR ADVISERS is published by A P Information Services.

## Allied Textile attacks London Midland offer

ALLIED TEXTILE chairman Russell Smith yesterday fired off a strongly-worded attack against mini-conglomerate London Midland Industrials which is making a share swap bid worth £43 million at yesterday's prices.

"The directors see no reason why A T C's shareholders should exchange shares in their successful textile business, which is prudently managed and has excellent prospects, for shares in an industrial holding company without commercial direction and without the responsible financial management of A T C", declared Mr Smith.

The board has decided to hold fire on a profits forecast at this stage of the bid but promises to increase this year's interim dividend "substantially".

The terms were worth almost 476p a share yesterday, against a market price 5p higher at 485p.

## Dr Leach joins Vickers as MD

DR RODNEY LEACH, 55, who quit the P & O board in a major shake-up in March, is today appointed managing director of the Vickers shipbuilding and engineering business of British Shipbuilders.

The yard builds nuclear submarines, with £200 million of new investment in progress and with plans being prepared for denationalisation.

Dr Leach was a nuclear physicist and a partner in the McKinsey management consultancy before joining P & O. He led the building of the £125 million Royal Princess cruise liner for P & O.


NURDIN & PEACOCK PLC

THE Cash and Carry WHOLESALERS

# "... another record year"

W. M. Peacock, Chairman

*Increased profits and dividends growth maintained*

## Statement by the Chairman

During 1984 sales increased from £516.4m to £596.1m. Profits before taxation of £12m increased to £13.16m. Profits of £8.2m after taxation are virtually unchanged due to the adverse effects of the 1984 Budget.

Your Directors are recommending a final dividend of 2.5p per share. This, together with the interim dividend of 1.7p per share already paid, makes a total for the year of 4.2p per share and compares with 3.57p per share for 1983. I have waived the dividend on my own shareholding. Your Directors are also recommending a scrip issue of one ordinary 10p share for every four held.

This year we are celebrating a Double Jubilee – 175 years of trading and 25 years since the start of our Cash and Carry operation which makes up by far the larger part of our Business and which has gone ahead without a break for each of those 25 years. It gives me particular pleasure therefore to report another record year.

The increase has been achieved against the now normal background of fierce competition in our Trade, stiffened last year by the efforts of two competitors who were trying to secure a rapid increase in market share to strengthen their respective positions, in a bid by one to take over the other. Against this background our results reflect great credit on our Staff and I should like to pay a special tribute to them and express my thanks to them all.

A big factor in the outcome of the year has been the success of our 'Red Band' cigarettes. These were launched in July, within six weeks were our best selling brand, and have never looked back. Cigarette manufacturers have for some time been favouring the multiple retailers and encouraging them to promote their brands on price alone, and I believe the launch and success of our exclusive label – and others – is a natural outcome of this policy. The same thing has happened in other fields, especially Wines and Spirits and these exclusive labels, together with our 'Peacock' range, are all being very well accepted by our customers and the consumer alike.

The current year sees considerable activity in connection with our Double Jubilee, with a token gift scheme for our customers which is proving very popular. A great deal of hard work has gone into planning it and is continuing throughout the Company, and here again I should like to thank all who have been and are involved, especially the many manufacturers who have supported us.

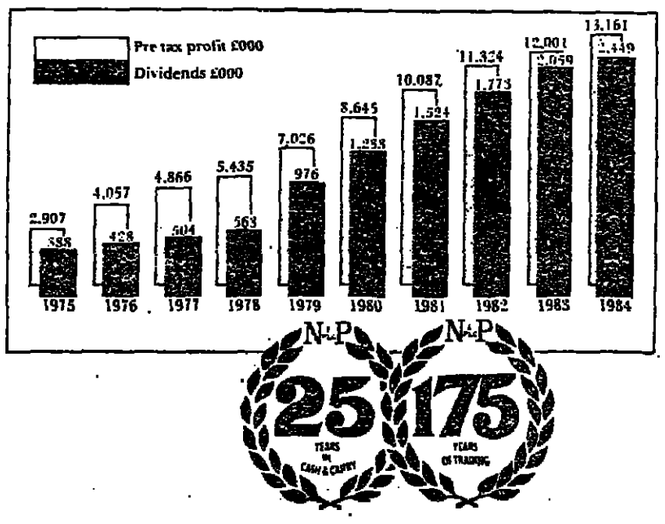
We have stepped up training within the Company and this is being tackled mainly by our own Staff with great enthusiasm and is being greeted with equal enthusiasm by those attending the courses. Obviously, this is costly but we are sure the benefits will more than compensate.

Gloucester Branch will be open by the time this Report is published and certainly the canvassing we have done augurs well for the future. Building work is progressing well on the 35,000 sq. ft. extension to our Watford Branch, doubling its present size, and the conversion of a 73,000 sq. ft. building, to replace our existing small Branch at Colchester is well under way. Both should be operational later this year. Work has also started on a new Branch of 92,000 sq. ft. at Wolverhampton to be opened in 1986.

As always, it is impossible to predict the profit outcome for the year, but the sales increase is running at an encouraging level and it will be disappointing if we cannot show improved profits again. Certainly everyone is working hard to that end and I am very pleased that, following this year's allocation, more of our Staff will have a bigger stake in the Company in the form of shares.

**Summary of results**

| | 1984 £000 | 1983 £000 |
|---|---|---|
| Turnover | 596,100 | 516,411 |
| Profit before tax | 13,161 | 12,001 |
| Taxation | 4,967 | 3,870 |
| Profit after tax | 8,194 | 8,131 |
| Dividends per share | 4.2p | 3.57p |
| Earnings per share | 13.8p | 13.8p |




Head Office: Bushey Road, Raynes Park, SW20 0JJ. Tel.: 01-946 9111



# London and Manchester Group plc

*Extracts from the statement by the Chairman, Mr H L K Browne, F.C.A., on the Group Report and Accounts for 1984*

I referred in my statement last year to the likely effects of the withdrawal of Life Assurance Premium Relief (LAPR) from new business and the intention to introduce newly designed contracts to meet clients' needs in the changed circumstances. While the loss of LAPR has undoubtedly had some effect on new business figures, particularly in the industrial branch, the overall results for 1984 now before you reflect, I believe, a very satisfactory response to a challenging year.

**Consolidated Profit and Loss Account and Dividend**

Income has been received from London and Manchester Assurance by transfers of £4,011,000 from the main life funds and £1,350,000 from the investment trust retirement annuity fund. The transfer from the main life funds includes a first contribution of £100,000 from surplus emerging within the segregated fund of mainly linked life business introduced through the life broker division.

The general branch loss after tax amounted to £488,000.

The consolidated profit and loss account also includes the Group's share of the profit of the new associated company, London and Manchester (Mortgages) Limited of £277,000 and, for the first time, a transfer from the long term fund of London and Manchester (Pensions) Limited, amounting to £175,000.

Investment income for the year fell by £99,000 to £1,058,000 following the transfer of invested assets from the shareholders' funds arising out of the purchase of London and Manchester (Pensions) Limited by the holding company on 31 December 1983.

After setting off the expenses of management and taxation there remains a balance of £5,791,000 which has enabled your Board to recommend a final dividend of 14.00p per share (1983 11.48p). This, together with the interim dividend of 5.81p per share paid in November 1984, makes a total of 19.81p per share (1983 16.45p). After providing for these dividends the balance carried forward has been increased by £1,249,000.

**Bonuses**

The normal reversionary bonus in the ordinary branch has been maintained at £5.75 per cent of the sum assured while industrial branch bonuses have been improved.

A further step has been taken this year in the development of the complete bonus system by declaring additional reversionary bonuses of £1.50 per cent in the ordinary branch and £2 per cent in the industrial branch on reversionary bonuses already declared. The cost of this declaration has been met by the transfer from investments revaluation reserve of £1.25 million to each branch. In addition increased transfers of £4.5 million to the ordinary branch and £3.8 million to the industrial branch have been made to provide for terminal bonuses.

**The Insurance Market**

The Government's White Paper on self-regulation within the financial sector which was published on 29 January 1985 is likely to have significant consequences for the life assurance industry. Last year I commented on your Board's view of the Registry of Life Assurance Commissions (ROLAC). Nothing has changed that view and, accordingly, representations have been made on the proposals in the White Paper for the treatment of commissions. It is your Board's opinion that the competitiveness of products and market forces provide a more effective protection for the investor than rules concerning the disclosure or limitation of commissions, mechanisms which can so easily fail to achieve their objectives in such a complex market place.

During the year work proceeded on the creation of an Association of British Insurers (ABI) with the intention of unifying the various associations which currently represent insurance companies. Your Board has viewed this development with some concern for it has always considered the Industrial Life Offices Association (ILOA) as particularly effective in representing the home service industry. There is some danger that the larger ABI may be less responsive to the needs of the home service offices and your Board will seek to ensure that under the new structure the interests promoted by the ILOA are actively pursued.

**Home Service Division**

The year has been one of intense product development in a sector of the market which has often seen the Group introduce innovative products. Moneyspinner, introduced in June 1984, is a regular premium contract which offers enhanced investment returns for those aged 50 and over. The Preferred Portfolio Plan provides a choice of investment funds and has already proved popular with those clients who have lump sums to invest. Other contracts which were introduced during 1984 included a savings plan for the young investor and a personal retirement contract for the self-employed offering long-term flexibility. The latter, known as The Independent Pension Plan, has achieved excellent results to date.

The prospects for 1985 are already very encouraging with a successful start to the annual sales competition and the increasing effect of the new product range.

**Life Broker Division**

In 1984, new annual premiums increased by 27 per cent and single premiums, at over £20 million, were up by 41 per cent. In addition much has been done to expand the range of intermediaries who support the division.

The unit-linked Investment Mortgage Plan proved to be the success of the year whilst High Five was one of the first plans to be launched specifically to provide maximum investment over the shorter term. In addition, two new retirement plans, one for the self-employed and the other for the executive director, were introduced. These Individual Retirement Plans have considerably enhanced the division's competitive position in this sector of the market place.

In 1985, a most significant new development has been the recent launch of Lifespan, a contract which offers a wide range of benefits and flexible premiums in order to cope with life's changing needs.

**Pensions Division**

The political environment in which the division operates has been the subject of far more speculation than in recent years and in this climate the division has been well served by the ability of many of its existing contracts to meet the changing needs and obligations of employers. To this range the Total Pension Plan was added during the year. The plan is a unique money purchase scheme which meets the needs of both large and small employers by incorporating a wide range of options. The market received the plan in a very positive manner and it completes a range of products which your Board considers to be highly competitive.

In terms of new business, money purchase contracts showed a strong increase in 1984 although total new annual premiums were only 4 per cent up on the previous year. Single premiums were 54 per cent higher than in 1983 at over £12 million and in this respect it was particularly pleasing to see Transplan ahead of target.

During 1985 marketing of the Managed Fund contract will take a greater prominence and this should be helped by the excellent investment performance which has been recorded since its launch.

**General Branch**

The introduction of revised contracts and more flexible means of payment have brought their rewards in terms of new business. New annual premiums of just over £1.5 million contributed towards a 21 per cent increase in total premium income for the year to £8.5 million.

Hospital Cash Provider Plan, introduced last autumn, is unique within the home service industry. For a modest weekly premium it provides financial assistance in the event of the policyholder or a member of his family entering hospital. To date sales have been ahead of plan and the contract has been very useful in attracting new clients.

**Investments**

During the year, the main life funds made net investments of £37.4 million in gilts and other fixed interest securities, £5.8 million in property and only £1.6 million overseas. A total of £24.9 million was disinvested from UK equities.

Corporate activity in investment trusts continued at a high level during the year. The Group benefited from the acquisition of Anglo Scottish by Japan Assets, and of Bishopsgate, London Prudential and Oil & Associated by companies outside the sector. However, the highlight of the year was the successful bid by London and Manchester Assurance for The Nineteen Twenty-Eight Investment Trust plc (1928). Group companies now hold 50.2 per cent of the company with the balance in the hands of individuals and other institutions. Mr Martin Harris has been appointed Chairman and the other directors are Mr David Rowe-Ham and Mr Andrew Withey, with Mr Ian Henderson and Lord Wakehurst nominated by London and Manchester. A new investment policy has been implemented and 1928 now holds a portfolio consisting primarily of investment trust shares. The takeover of 1928 is consistent with the Group's long term interest in investment trusts where total holdings now exceed £230 million.

**Mortgages**

In my statement last year I referred to the establishment of an associated company, London and Manchester (Mortgages) Limited, with the objective of advancing money at variable rates of interest with funds supplied by a commercial bank. Such was the success of this operation in 1984 that it became necessary to secure further funds substantially in excess of those originally envisaged. In January of this year there was finalised a transaction whereby £200 million was made available by way of a syndicated loan arranged by a leading merchant bank. Your Board believes that this move has laid the foundations of a business which will produce substantial life and general business for London and Manchester Assurance as well as being profitable in its own right. In its first year of operation the mortgage company has made a satisfactory contribution to Group profit.

**Unit Trusts**

Last year I referred to the creation of the Group's first unit trust, London and Manchester General Trust. In December 1984 two more unit trusts, the Income and International Trusts, were launched. Total funds under management now exceed £18 million with a substantial holding being attributable to the policyholders' funds.

**Investment Management Services**

The acquisition of a controlling interest in 1928 led the Group to establish London and Manchester (Asset Management) Limited, for the provision of investment management and associated services. Drawing on existing resources within the Group the new company successfully took over the full range of services required by the investment trust company and led the Group into a new area of activity.

**Concluding Comments**

It has been my practice since I became Chairman to commence my annual statement with a word of appreciation to the management and staff. I shall be retiring at the conclusion of the Annual General Meeting and I feel that on this occasion such expressions would be more appropriate at the end of my report. I wish therefore to record my very sincere thanks to the management and staff, both at Chief Office and in the field, for their support, co-operation and friendship not only during 1984 but throughout the period that I have had the honour and pleasure of serving the Group.

My colleagues on the Board have been particularly encouraging and understanding and I am most grateful to them for their support and advice. I am delighted that they have appointed Mr John Thomson to succeed me. Mr Thomson has been a director since 1974 and a Deputy Chairman for the past two years. He brings with him not only a wealth of commercial experience but also a strong commitment to the expansion of the Group and I wish him every success in his new responsibility.

*The Annual General Meeting will be held on 23 May 1985. Copies of the Report, which includes the full text of the Chairman's Statement, may be obtained from the Deputy Secretary at Imperial House, Dominion Street, London EC2M 2SP.*

# UNIT TRUST PRICES

## AUTHORISED TRUSTS

### ABBEY UNIT TRUST MANAGERS
4-5 St Paul's Churchyard, London EC4
01-236 7833

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 149-9 | 138-2 | Amer. Grth. | 138-5 | 146-7 |
| 83-1 | 69-6 | Asian Pacific | 69-4 | 58-5 |
| 118-9 | 107-1 | General | 103-9 | 111-0 |
| 76-9 | 71-8 | High Inc. Eq. | 71-1 | 75-0 |
| 207-3 | 165-5 | Japan | 162-1 | *174-3 |
| 67-3 | 53-3 | U.K. Mid. Co. | 54-6 | *58-2 |
| 119-5 | 113-5 | Gilt & Fix. Int. | 110-3 | *116-7 |
| 125-0 | 124-4 | Worldwide Bd. | 125-8 | *135-1 |

### AITKEN HUME FUNDS (MNGMT) LTD.
20 City Road, London EC1Y 2AE
01-628 5626

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 33-5 | 30-0 | Small Co's Fd. | 30-3 | 32-4 |
| 158-2 | 137-3 | Pacific Fund | 137-3 | 136-2 |
| 488-2 | 390-3 | Exempt Fund | 456-9 | 488-2 |
| 182-0 | 159-6 | Special Sits. Fd. | 165-7 | 177-2 |
| 92-0 | 87-5 | Int'r & Res. Fd. | 88-2 | 91-9 |
| 60-5 | 57-6 | Am. Majors Fd. | 57-0 | 61-0 |
| 52-2 | 50-0 | Capital Inc. Fd. | 48-5 | 52-0 |
| 155-4 | 143-1 | Secure Income Fund | 144-6 | 154-7 |
| 60-7 | 53-4 | Japanese Tech Fund | 53-5 | 57-7 |
| 121-4 | 123-0 | American Tech. Fund | 112-1 | 119-8 |

### ALLIED UNIT TRUSTS LIMITED
Allied Hanbro House, Rayleigh Road, Hutton, Brentwood, Essex
0277 211458 & 228123

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 175-7 | 153-0 | Fixed Trust | 164-1 | 174-8 |
| 111-6 | 104-1 | Growth & Inc's Tst. | 105-5 | *110-2 |
| 226-7 | 192-9 | Capital Trust | 187-6 | *200-6 |
| 320-6 | 278-0 | Balanced Trust | 278-6 | 295-7 |
| 452-0 | 415-5 | Accumulator Tst. | 419-6 | 446-2 |
| 34-7 | 29-0 | American Inc. Tst. | 29-3 | 31-2 |
| 194-5 | 180-5 | High Income Tst. | 180-8 | 192-5 |
| 107-3 | 97-5 | Equity Income Tst. | 100-8 | 106-8 |
| 128-6 | 117-1 | High Yield Tst. | 115-1 | *122-6 |
| 29-7 | 28-3 | Governm't Secs. Tst. | 27-7 | *29-5 |
| 75-8 | 64-6 | International Tst. | 61-9 | 65-6 |
| 77-1 | 63-2 | Japan Tst. | 63-1 | 67-1 |
| 141-3 | 118-2 | Pacific Tst. | 117-3 | 124-9 |
| 73-9 | 56-7 | Am's Spec. Sits. Tst. | 58-3 | *64-3 |
| 219-9 | 189-5 | Secs. of America Tst. | 177-9 | 192-0 |
| 177-6 | 158-8 | Amer. Value Tst. | 164-4 | 174-9 |
| 38-5 | 31-2 | Gilt Growth Tst. | 31-1 | *32-9 |
| 106-1 | 95-8 | Smaller Co's Tst. | 98-7 | 105-1 |
| 137-5 | 130-3 | Sec. Smaller Co's Tst. | 127-6 | 135-9 |
| 61-3 | 54-1 | Recovery Tst. | 56-8 | *60-5 |
| 192-5 | 172-8 | Metal Mng. & Com. T. | 69-7 | *73-5 |
| 139-9 | 125-9 | Overseas Earnings T. | 126-8 | *134-8 |
| 104-6 | 94-9 | Technology Tst. | 95-9 | *102-2 |

### ANDERSON ERST TRUST MANAGERS LTD.

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 131-8 | 123-1 | AndersonGrthUnitT | 120-6 | *127-7 |
| 38-7 | 27-3 | AndersonInc. UnitT. | 27-0 | *28-7 |

### ARBUTHNOT SECURITIES LIMITED
131 Finsbury Pavement, London EC2A 1AY. 01-628 9876.
Dealing Dept.- 01-628 6901/2/3/4

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 55-6 | 51-9 | Capital Growth | 49-3 | 52-7 |
| 65-3 | 60-0 | Commodity | 65-1 | *69-8 |
| 157-6 | 130-6 | Commodity Accum. | 138-7 | *148-3 |
| 52-5 | 46-0 | Com. Ut. Prefers. | 45-9 | *52-9 |
| 119-8 | 97-6 | Resta & Intnat.cmal | 97-7 | 104-4 |
| 69-5 | 54-9 | Resst. Int. 6% Warrt | 54-6 | 58-7 |
| 49-5 | 44-4 | Finance & Property | 48-4 | 49-6 |
| 73-7 | 61-0 | Foreign Grth. | 61-0 | 65-4 |
| 46-9 | 43-1 | Gilt & Fixed | 42-8 | *45-8 |
| 72-0 | 66-7 | Gilt & Fixed Accum. | 66-7 | *70-2 |
| 59-6 | 57-1 | High Income | 55-8 | *60-1 |
| 134-7 | 120-8 | High Income II | 120-8 | *127-7 |
| 76-6 | 72-2 | High Inc. 9½ Withd. | 70-4 | *75-2 |
| 65-3 | 60-4 | High Yield | 59-2 | 63-3 |
| 153-6 | 142-3 | High Yield Accum. | 142-7 | 152-6 |
| 68-5 | 75-5 | North American | 65-6 | 70-3 |
| 27-3 | 25-8 | Preference | 25-6 | *27-3 |
| 80-3 | 74-5 | Preference Accum. | 75-2 | *80-3 |
| 108-5 | 95-8 | Smaller Companies | 101-5 | *108-5 |
| 115-7 | 95-6 | Smaller Co's Accum. | 108-4 | *115-7 |
| 18-3 | 9-4 | World Recov. Shares | 9-5 | 10-1 |

Portfolio Trust

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 63-8 | 57-1 | U.K. | 59-5 | 63-8 |
| 55-2 | 53-8 | Japan | 53-5 | 55-4 |
| 69-3 | 65-7 | U.S. | 67-0 | 69-4 |
| 60-3 | 51-8 | Europe | 55-2 | 59-2 |

### ARCHWAY UNIT TRUST MNGRS. LTD.

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 228-4 | 212-4 | Fund | 211-6 | 225-1 |
| 35-3 | 33-6 | Growth Fund | 31-7 | 33-7 |
| 56-4 | 55-3 | High Yield Ex. Fd. | 52-4 | *55-2 |

### ATLANTA UNIT TST. MNGRS. LTD.
44 Moorgate, London EC2R 6BL
01-638 1711

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 73-9 | 58-5 | AtlantaAm SpecFnd | 56-4 | 60-0 |
| 82-8 | 67-7 | AtlantaCommdtyFd | 67-7 | 72-5 |
| 57-5 | 45-7 | AtlantaJap.Parfnst | 43-3 | 46-1 |

### BAILLIE GIFFORD & CO. LTD.
3 Glenfinlas Street, Edinburgh
031-225 2581

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 107-8 | 88-5 | Japan | 89-8 | 95-6 |
| 148-1 | 107-1 | America | 124-8 | 132-8 |
| 205-2 | 173-8 | Technology | 170-5 | 181-4 |
| 128-5 | 105-0 | Energy | 105-9 | 112-7 |
| 161-5 | 145-2 | Income Grth. | 151-6 | 161-5 |

### BARCLAYS UNICORN LIMITED
252 Romford Road, London E7 9JB
01-534 5544

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 69-7 | 75-9 | Unic. Amer | 74-9 | 79-5 |
| 166-1 | 134-6 | Unic. Aust. (Acc) | 135-9 | 145-5 |
| 120-8 | 98-2 | Unic. Austn(Inc) | 98-7 | 105-6 |
| 103-3 | 107-4 | Unic Cap. | 104-5 | 174-9 |
| 135-4 | 303-3 | Unic Exempt | 300-4 | *323-8 |
| 58-6 | 54-2 | Unic Extra Inc. | 54-8 | *57-2 |
| 197-9 | 180-5 | Unic. Fin. | 183-3 | 194-9 |
| 105-0 | 100-1 | Unic. 500 | 100-2 | 104-2 |
| 111-1 | 102-6 | Unic. Gen. | 106-7 | *109-8 |
| 54-1 | 51-3 | Unic Gilt & Fix. Int | 51-9 | 54-9 |
| 117-1 | 95-9 | Unic.Grtr.Pac(Acc) | 95-6 | 101-9 |
| 116-3 | 95-1 | Unic.Grtr.Pac(Inc) | 95-0 | 101-0 |
| 150-5 | 130-2 | Unic. Hi-Yld. | 130-8 | 140-5 |
| 254-5 | 197-5 | Unic. Inc. | 197-5 | 209-7 |
| 141-1 | 121-4 | Unic. Special Sits. | 125-4 | 115-7 |
| 149-1 | 136-5 | Unic. Tech. | 137-3 | 146-0 |
| 69-2 | 63-6 | Unic. Trust | 63-6 | *67-6 |
| 150-0 | 110-1 | Unic. Worldwide | 110-1 | 117-4 |
| 257-0 | 233-5 | Unic. Fnd. (Acc.) | 237-7 | 253-8 |
| 174-5 | 161-8 | Trust Inv. Fd. (Inc.) | 159-3 | *169-3 |

### BARING BROTHERS & CO. LIMITED
8 Bishopsgate, London EC2N 3AE
01-283 8833

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 225-7 | 230-1 | Strat.Sm.Co'sExFd | 215-7 | 225-7 |
| 512-6 | 465-2 | Stratton Trust | 494-7 | 524-6 |
| 757-5 | 685-2 | Stratton Tst Accum. | 716-5 | 765-6 |
| 60-2 | 53-4 | Stratton Euro. Fd. | 54-4 | 58-0 |

### BARRINGTON MGMT. CO., LTD
59 Gresham Street, London EC2P 2DS
01-606 4433

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 125-5 | 119-0 | Gen Fd Inc. | 115-9 | 122-8 |
| 167-5 | 155-9 | Gen Fd Acc. | 153-5 | 162-5 |
| 68-1 | 64-4 | High Yield Fd Inc. | 63-4 | 67-1 |
| 127-7 | 118-1 | High Yield Fd Acc. | 118-1 | 125-5 |
| 55-0 | 52-8 | Smaller Co's Fd Inc. | 52-7 | 55-0 |
| 352-1 | 311-5 | Smaller Co's Fd Acc. | 330-9 | 352-1 |
| 108-9 | 86-0 | Pacific Fd Inc | 89-7 | *94-5 |
| 121-7 | 105-8 | Pacific Fd Acc. | 100-4 | 107-3 |
| 254-8 | 210-3 | Nth Am Fd Inc. | 209-8 | 237-5 |
| 325-5 | 248-1 | Nth Am Fd Acc. | 256-6 | 269-9 |
| 252-6 | 237-5 | European Fd Inc | 239-1 | 249-0 |
| 321-4 | 287-5 | European Fd Acc. | 289-5 | 301-3 |
| 113-1 | 108-7 | Gilt Yield Fd Inc. | 109-7 | 115-4 |
| 157-5 | 148-3 | Gilt Yield Fd Acc. | 157-0 | 161-5 |
| 154-5 | 131-4 | Japan Fd Inc. | 127-1 | *134-4 |
| 154-5 | 131-4 | Japan Fd Acc | 127-5 | 134-9 |

### BISHOPSGATE PROGRESSIVE MANAGEMENT CO.
66 Holborn Viaduct, London EC1A 2DR
01-248 4080

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 737-2 | 623-9 | Bishopsgt Prog Apr. 18 | 715-9 | 753-0 |
| 1589-7 | 1339-6 | Acc Units April 18 | 1500-1 | 1580-1 |
| 1126-7 | 772-3 | Bishopsgt Exempt April 18 | 1023-6 | 1031-1 |
| 1079-4 | 929-2 | Income April 18 | 1003-5 | 1053-7 |
| 183-4 | 175-1 | Beckman May | 171-9 | 179-3 |
| 105-4 | 95-2 | Can & For April 25 | 95-5 | *100-6 |
| 109-1 | 95-6 | Accum April 25 | 99-9 | 105-4 |

### BRIDGE FUND MNGRS (A) (C)
Regis House, King William St., E.C.4
01-623 4851

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 95-3 | 68-8 | American Gen. Inc. | 68-4 | 72-2 |
| 86-8 | 68-1 | American Gen. Acc. | 68-8 | 72-7 |
| 194-5 | 105-3 | Income Fund | 105-3 | *112-5 |
| 116-2 | 104-4 | Capital Inc | 98-0 | *105-4 |
| 147-6 | 133-6 | Capital Acc. | 126-1 | 135-6 |
| 261-0 | 246-0 | Exempt | 246-0 | 261-0 |
| 42-2 | 38-1 | Intnl. Recovery Inc | 37-0 | *39-8 |
| 48-2 | 38-1 | Intnl. Recovery Acc | 40-5 | 46-2 |

### BRITANNIA GROUP OF UNIT TRUSTS LIMITED
Salisbury House, 29 Finsbury Circus, London EC2. 01-588 2777
Dealing 01-638 0478/0479

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 102-8 | 84-3 | American Growth | 85-5 | 89-1 |
| 61-7 | 53-5 | American Income | 53-5 | *55-5 |
| 29-1 | 25-2 | American Smlr Cos | 24-0 | 25-6 |
| 89-1 | 71-4 | American Special Sits | 76-8 | 78-3 |
| 63-1 | 55-6 | Australian Growth | 55-5 | 59-1 |
| 163-9 | 142-5 | Commodity Shares | 144-5 | 154-1 |
| 10-1 | 8-7 | European Sm. Co's | 9-4 | 10-0 |
| 62-5 | 55-5 | Exempt | 56-7 | 61-5 |
| 61-8 | 54-8 | Exempt Mkt Leaders | 54-8 | 57-7 |
| 55-6 | 51-0 | Extra Income | 51-0 | 54-7 |
| 67-8 | 57-9 | Gilt Edged | 57-9 | 60-4 |
| 39-1 | 35-1 | Financial Securities | 35-4 | 37-9 |
| 27-2 | 25-6 | Gilt | 25-7 | 27-1 |
| 52-0 | 50-0 | Gold & General | 50-0 | 53-7 |
| 62-8 | 59-5 | Growth Gilts | 57-9 | 62-7 |
| 39-7 | 33-4 | Hong Kong Perf | 34-6 | 36-9 |
| 104-0 | 102-3 | Income & Growth | 102-3 | *109-3 |
| 32-3 | 27-7 | Intnl. Growth | 27-7 | 29-6 |
| 14-1 | 11-8 | Intnl. Leisure Mkt. | 12-2 | 13-0 |
| 48-2 | 36-2 | Japan Performance | 36-2 | 38-6 |
| 13-5 | 9-9 | Japan Smaller Co's | 10-0 | 10-7 |
| 154-5 | 144-5 | National High Inc. | 144-7 | 154-5 |
| 18-5 | 17-8 | Preference Shares | 17-5 | 18-5 |
| 43-6 | 38-3 | Property Shares | 40-6 | 43-3 |
| 94-5 | 82-4 | Recovery | 82-5 | *92-5 |
| 120-6 | 109-2 | Smaller Companies | 112-3 | 120-1 |
| 61-6 | 54-6 | Special Sits. Stg. | 57-3 | 54-9 |
| 84-3 | 66-7 | U.K. Growth | 66-7 | 72-2 |
| 70-5 | 60-7 | Universal Energy | 64-9 | 69-2 |
| 54-5 | 44-3 | World Technology | 45-1 | 48-0 |

### BROWN SHIPLEY & CO.
8-17 Ferrymount Rd, Haywards Heath
0444 458144

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 89-6 | 85-0 | Brown Shipley Fund | 87-8 | 91-4 |
| 85-8 | 79-2 | Arcuna | 79-8 | 83-8 |
| 102-8 | 94-7 | Financial | 96-1 | 100-6 |
| 178-1 | 167-7 | Growth Acc. | 168-2 | *175-2 |
| 111-6 | 108-3 | Income Acc. | 108-3 | *113-2 |
| 61-8 | 55-1 | High Inc. | 56-4 | 59-4 |
| 59-5 | 53-3 | Jacomo Fund | 54-1 | 55-2 |
| 67-2 | 61-7 | North American | 61-7 | 50-7 |
| 37-0 | 32-8 | Orient Fund | 27-6 | 29-6 |
| 29-3 | 26-8 | Recovery Fund | 26-8 | 28-5 |
| 124-5 | 141-1 | Technology Fund | 135-3 | *143-0 |

### BUCKMASTER MANAGEMENT COMPANY LTD.
The Stock Exchange, EC2P 2JT
01-588 2868

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 130-0 | 108-8 | Buckmaster Intnl Fd | 103-7 | 109-7 |
| 89-5 | 78-5 | Buckmaster Inc. Fd. | 72-3 | 76-2 |
| 179-7 | 162-5 | Buckmaster Gen. Fd. | 163-5 | 171-2 |
| 111-0 | 96-6 | Buckmaster Cap. Fd | 107-9 | 108-5 |

### CS FUND MANAGERS LTD
125, High Holborn, London WC1 6PY
01-242 1148

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 57-1 | 45-4 | CS Japan Fd. | 45-1 | 48-1 |

### CANADA LIFE

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 98-7 | 89-0 | Can. Life Gen. Dist. | 89-0 | 94-7 |
| 147-6 | 131-7 | Can. Life Gen. Acc. | 137-2 | 144-4 |
| 55-1 | 50-6 | Can. Life Inc. Dist. | 50-6 | *54-0 |
| 126-0 | 118-5 | Can. Life Inc. Acc. | 119-0 | 125-8 |

### CANNON FUND MANAGERS LIMITED
1, Olympic Way, Wembley, Middx.
HA9 0NB. 01-902 8876

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 286-5 | 248-4 | Income | 249-8 | *265-7 |
| 147-6 | 120-4 | Far East | 119-2 | *128-0 |
| 186-2 | 157-8 | North American | 117-5 | *125-0 |
| 231-8 | 213-7 | Growth | 219-2 | 233-3 |

### CENTRAL BOARD OF FINANCE OF THE CHURCH OF ENGLAND
77 London Wall, London EC2N 1DB
01-588 1815

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 63-0 | 60-0 | Hermes | — | 13-0 |
| 330-0 | 330-0 | Investment | — | 330-0 |
| 153-65 | 153-70 | Fixed Int | — | 153-65 |

### CHARITIES OFFICIAL INVESTMENT FUND
77 London Wall, London EC2N 1DB
01-588 1815

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 69-9 | 60-0 | Deposit | — | 12-6 |
| 88-88 | 88-88 | Income | — | 296-82 |
| 89-35 | 89-30 | Accumulation | — | 339-15 |

### CHIEFTAIN TRUST MANAGERS
11 New Street, London EC2M 4TP
01-283 1963

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 30-9 | 19-6 | Gilt & Fix. In. | 19-2 | 20-3 |
| 44-4 | 41-7 | High Income | 41-5 | 44-4 |
| 42-7 | 40-0 | Inc. & Grth. | 40-1 | 42-4 |
| 39-7 | 35-0 | Special | 36-7 | 39-3 |
| 73-9 | 62-6 | International | 62-6 | 66-8 |
| 39-1 | 32-5 | Global | 31-0 | 33-2 |
| 55-2 | 44-8 | American | 44-5 | 47-7 |
| 23-8 | 19-3 | Australian | 20-0 | 21-5 |
| 79-4 | 63-8 | Japan | 61-2 | 65-3 |

### CLERICAL MEDICAL UNIT TST MANAGERS LTD.
Narrow Plain, Bristol, BS2 6JZ
(0272) 277719

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 31-0 | 28-2 | General Reality | 28-0 | 30-0 |
| 31-7 | 28-1 | Equity High Inc. | 28-7 | 31-5 |
| 32-2 | 34-3 | Gilt & Fixd Int.Grth | 34-4 | 36-0 |
| 35-2 | 34-4 | Indexed Secs. | 35-5 | 35-8 |

### CONFEDERATION FUND MNGMT
178-4 Hse.2 Growth Fund 164-5 | 171-1

### CONTINENTAL UNIT TRUST MANAGEMENT LTD.
64/78 High Street, Croydon CR0 8XN
01768 45332 (admin & dealing)

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 59-8 | 50-8 | Growth Fd. | 46-8 | 51-0 |

### COUNTY BANK UNIT SERVICES LTD

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 330-4 | 324-3 | Capital Trust | 322-1 | 336-2 |
| 56-9 | 49-3 | Energy | 49-2 | 52-5 |
| 135-5 | 126-4 | Extra Income | 132-1 | *139-8 |
| 155-5 | 138-0 | Financial Trust | 141-1 | 154-2 |
| 39-6 | 31-2 | Gilt Strategy | 33-4 | 35-4 |
| 253-7 | 204-2 | Growth Invest. Tst. | 219-1 | 235-0 |
| 116-7 | 99-2 | Income Trust | 99-6 | 104-6 |
| 94-4 | 78-6 | Japanese Exp.Gwth | 78-8 | 82-9 |
| 104-9 | 97-4 | North Am. Grth Tst | 98-1 | 98-9 |
| 151-3 | 149-8 | Provident Invest. Fd. | 149-4 | 149-4 |
| 105-6 | 95-8 | Recovery Trust | 96-5 | 102-4 |
| 156-2 | 141-8 | Smaller Companies | 146-2 | 155-5 |

### CROWN UNIT TRUST SERVICES LTD
Crown House, Woking, GU21 1XW
(04862) 24833

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 182-1 | 158-5 | Crown High Inc. Tst | 164-9 | *176-4 |
| 179-8 | 167-6 | Crown Growth Trust | 164-3 | 175-7 |
| 127-3 | 105-7 | Crown AmericanTst. | 108-2 | 116-8 |

### RMC UNIT TRUST MANAGERS LTD.
4 Melville Cres., Edinburgh EH3 7JB
031-226 3492 (Dealers)

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 85-1 | 69-8 | American Fd | 64-6 | 68-4 |
| 70-7 | 67-1 | Capital Fd. | 67-7 | *69-2 |
| 115-0 | 99-9 | Gilt & Inc Fd | 102-5 | 113-8 |
| 90-3 | 81-6 | High Dist Fd | 82-2 | 81-5 |
| 135-6 | 123-3 | Intnl Fd | 125-9 | 133-6 |
| 28-8 | 25-8 | Kes Fd. | 25-1 | 26-8 |
| 28-8 | 21-6 | Smaller Jap. Comps. | 22-9 | 25-6 |
| 113-2 | 100-1 | Tokyo Fd. | 99-3 | 105-4 |

### EQUITABLE UNITS ADMIN LIMITED
35 Fountain Street, Manchester M2 2AF
061-236 5685

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 305-1 | 288-3 | Equitable Pelican | 291-5 | *299-5 |
| 59-3 | 50-8 | Equitable Inc. | 51-1 | 54-8 |
| 51-7 | 48-5 | Gilt & Fixed Int. | 48-3 | 51-4 |
| 59-8 | 50-3 | High Income | 50-1 | 53-7 |
| 63-3 | 59-7 | North American | 59-4 | 61-5 |
| 58-3 | 54-1 | Special Sits. | 54-7 | 58-1 |
| 58-9 | 51-6 | Trust of Inv. Tst. | 52-4 | 55-9 |

### EQUITY & LAW UNIT TST MNGRS LTD
Amersham Road, High Wycombe
0494 33377

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 122-6 | 114-7 | UK Growth Tst. Acc. | 115-6 | *120-8 |
| 111-0 | 104-5 | UK Growth Tst. Inc. | 101-7 | *106-1 |
| 177-4 | 159-2 | Higher Inc.Tst.Acc. | 158-1 | *166-0 |
| 152-8 | 142-6 | Higher Inc.Tst.Inc. | 142-6 | *149-9 |
| 69-9 | 64-1 | Gilts/FxIntTstAcc. | 65-1 | 68-5 |
| 79-0 | 75-5 | Gilts/FxIntTst.Inc. | 74-7 | 78-6 |
| 108-8 | 104-7 | North Am Tst Acc. | 101-7 | *106-4 |
| 108-4 | 102-1 | North Am Tst Inc. | 102-1 | 107-5 |
| 65-3 | 54-3 | Europe Tst Acc. | 61-2 | *64-3 |
| 225-3 | 186-4 | General Tst | 192-3 | *201-8 |

### FS INVESTMENT MANAGERS LTD.
199, West George St, Glasgow, G2 2PA
041-332 6462

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 240-8 | 230-7 | Balanced Growth Fd | 228-4 | *240-8 |
| 25-0 | 25-0 | Services Compn. Fd. | — | 25-0 |

### FIDELITY INTERNATIONAL MANAGEMENT LTD
River Walk, Tonbridge, Kent TN9 1DY
Dealing 0732 362222
Enquiries 0732-361144

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 106-2 | 95-8 | American Trust | 93-1 | 97-6 |
| 39-2 | 33-7 | Amer. Equity Income | 33-0 | *35-0 |
| 63-2 | 59-5 | Japan Spec Sit Tst | 62-6 | 67-0 |
| 104-2 | 79-1 | Japan Trust | 81-4 | 86-8 |
| 33-3 | 28-4 | Japan Spec Sits Tst | 28-4 | 30-4 |
| 59-3 | 55-5 | Max. Inc. Equity Tst | 55-4 | 59-3 |
| 107-6 | 95-1 | Special Situations Tst. | 100-3 | 106-8 |
| 39-2 | 37-4 | South East Asia Tst | 37-9 | 39-7 |
| 89-4 | 80-4 | Gilt & Fixd Inc Tst | 80-4 | 84-9 |
| 76-1 | 69-1 | Growth & Income Tst | 70-9 | 75-5 |
| 65-9 | 62-0 | Managed Intnnl Tst | 62-7 | 66-0 |

### FOREIGN & COLONIAL UNIT MNGT LTD
1 Laurence Pountney Hill, EC4 8BRA
01-623 4680

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 65-0 | 63-6 | F&C American Fd. | 63-8 | 68-4 |
| 105-4 | 91-7 | F&C Capital Fd | 97-7 | 99-5 |
| 60-7 | 59-5 | F&C Far East Fd | 59-5 | 63-8 |
| 56-4 | 52-8 | F&C Intnl Inc Fd. | 54-3 | 58-3 |
| 85-4 | 81-6 | F&C Income Fd. | 82-4 | 84-7 |
| 64-1 | 54-5 | F&C Nat Res Fd | 55-3 | 60-5 |
| 65-6 | 59-3 | F&C Overseas Inc Fd | 58-8 | 62-9 |

### FRAMLINGTON UNIT MNGT LTD
3 London Wall Buildings, EC2M 5NQ
01-628 5181

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 82-1 | 59-3 | American Fd | 61-6 | 64-4 |
| 70-7 | 67-1 | Capital Fd. | 67-7 | *69-2 |
| 74-1 | 69-0 | European Tst | 68-3 | 71-3 |
| 54-6 | 52-3 | Gilt Tst | 52-7 | 54-5 |
| 65-1 | 57-6 | Japan Tst | 65-3 | 69-4 |

### GUARDIAN ROYAL EXCHANGE UNIT MANAGERS LIMITED
Royal Exchange, London EC3V 3LS
01-283 2030

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 220-5 | 235-6 | Guardhill Tst. | 229-6 | 237-8 |
| 118-8 | 111-5 | Gilt & Fixed Int. Tst | 116-8 | 117-8 |
| 169-9 | 152-8 | Growth Equity Tst. | 157-9 | 168-4 |
| 146-9 | 119-4 | North American Tst. | 121-5 | 133-4 |
| 150-4 | 131-1 | Pacific Tst. | 135-1 | *141-6 |
| 175-3 | 159-5 | Smaller Co's Tst. | 151-0 | *171-3 |
| 165-2 | 151-4 | Property Share Tst. | 153-9 | 165-6 |
| 129-8 | 115-0 | European Tst. | 115-6 | 122-2 |

### FRIENDS PROVIDENT UNIT TRUST MANAGERS
Pixham End, Dorking, Surrey
0306 885855

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 110-1 | 108-9 | Fixed Int Dist. | 99-3 | *106-8 |
| 116-8 | 109-2 | Fixed Int Acc. | 108-3 | *116-8 |
| 171-1 | 150-0 | Equity Units Dist. | 159-5 | 169-0 |
| 177-1 | 158-0 | Equity Units Acc. | 159-9 | 169-0 |
| 139-9 | 121-8 | Stewardship Dist. | 127-1 | *134-5 |
| 137-1 | 128-3 | Stewardship Acc | 128-4 | 135-9 |

### G & A TRUST
98-7 | 89-1 | G & A | 90-8 | *94-1

### G.T. UNIT MANAGERS
8th Floor, 5 Devonshire Sq., London EC2M 4YJ
01-283 2575. Dealings: 01-626 9431

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 197-4 | 132-1 | G.T. European Fund | 132-6 | 141-0 |
| 95-7 | 76-2 | G.T. Far East&Gen Fd | 76-2 | 81-0 |
| 125-5 | 115-8 | G.T. Income Fund | 118-2 | 68-3 |
| 125-5 | 115-8 | G.T. International Fd. | 103-3 | 110-5 |
| 173-3 | 135-7 | G.T. Japan & Gen. Fd | 135-6 | 144-8 |
| 108-2 | 98-4 | G.T. Liquid Reserve | 100-5 | 103-2 |
| 118-3 | 108-0 | G.T. Pension Exempt | 108-8 | 143-0 |
| 92-0 | 81-0 | G.T. Tech & Gwth Fd | 67-4 | 78-1 |
| 78-6 | 68-5 | G.T. UK Capital Inc. | 72-1 | 76-2 |
| 110-8 | 95-3 | G.T. UK Capital Acc. | 100-2 | 105-4 |
| 59-7 | 47-1 | G.T. U.S. & Gen. Fd. | 47-1 | *50-4 |

### GARTMORE FUND MANAGERS
2-6 St Mary Axe, London EC3A 8BP
01-623 1212. Dealings: 01-623 5766

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 39-7 | 30-4 | American Trust | 78-2 | 83-1 |
| 29-4 | 19-4 | Australian Trust | 19-4 | 21-2 |
| 48-4 | 35-8 | British Trust (Acc) | 41-4 | 44-1 |
| 42-0 | 36-8 | British Trust (Dist) | 37-1 | 39-5 |
| 67-7 | 57-7 | Commod. Share Tst | 65-5 | 70-8 |
| 29-0 | 27-5 | European Trust | 27-3 | 29-1 |
| 29-0 | 25-8 | Extra Income Trust | 25-8 | 27-4 |
| 35-8 | 32-8 | Far Eastern Trust | 32-8 | 35-0 |
| 26-2 | 23-8 | Fixed Interest Trust | 24-2 | 25-8 |
| 39-7 | 27-6 | Gilt Trust | 27-6 | 29-4 |
| 125-3 | 118-8 | Global Fund (Acc.) | 108-6 | 115-9 |
| 109-0 | 104-0 | Global Fund (Dist.) | 104-7 | 111-4 |
| 20-0 | 15-5 | Gold Share Trust | 17-7 | 18-9 |
| 110-0 | 102-0 | High Income Trust | 101-0 | 107-6 |
| 33-5 | 23-4 | Hong Kong Trust | 26-7 | 28-5 |
| 49-5 | 42-1 | Japan Fund | 42-6 | 45-7 |
| 67-9 | 56-3 | Japan Trust | 66-6 | 70-9 |
| 39-2 | 29-8 | Oil & Energy Trust | 30-2 | 32-1 |
| 69-1 | 68-1 | Special Sits. Trust | 67-7 | 72-1 |
| 48-1 | 42-8 | UK Small Co Rec Tst | 45-3 | 49-1 |

### GOVETT UNIT MANAGEMENT LIMITED
Winchester House, 77 London Wall
London EC2N 1DB. 01-588 6620

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 72-8 | 65-5 | Intnl Grth Fd | 61-2 | 65-2 |
| 56-5 | 48-7 | Intnl Inc Fd | 52-5 | 56-1 |
| 74-1 | 69-9 | Amer Inc Fd | 69-3 | 63-3 |
| 111-2 | 101-3 | Euro Grth Fd | 101-6 | 108-6 |
| 49-1 | 43-7 | Gold & Gth Fd | 44-8 | 48-0 |
| 75-5 | 67-0 | Japan Grth Fd | 67-5 | 72-1 |
| 110-0 | 92-0 | Recovery Tst | 95-0 | 102-0 |
| 116-6 | 95-8 | Recovery Tst. Acc. | 100-6 | 107-6 |

### HAMBROS BANK UNIT TRUST MANAGERS LIMITED
Premier U.T. Admin., 8 Rayleigh Rd., Hutton, Brentwood, Essex 0277 217816

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 51-7 | 44-7 | HBL Canadian | 43-5 | 46-3 |
| 65-6 | 59-2 | HBL Equity Income | 62-6 | 66-0 |
| 59-8 | 55-8 | HBL European | 55-3 | *57-3 |
| 63-1 | 60-4 | HBL Japan & Far E. | 60-4 | *63-6 |
| 69-2 | 57-5 | HBL North Amer. | 58-3 | 61-6 |
| 67-6 | 57-1 | HBL Neasd(Income) | 58-1 | 59-4 |
| 80-7 | 76-3 | HBL 2 Smlr Co's | 76-6 | 80-8 |

### HERITABLE UNIT TRUST MANAGERS LTD.
52, Berkeley Square, London, W1X 6EB
01-493 5421

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 78-7 | 75-1 | Heritable Growth Fd | 71-4 | 77-2 |
| 67-8 | 65-0 | Heritable Income Fd | 66-4 | 67-2 |

### HESMOSS UNIT TRUST MANAGERS LTD.
28/31 Friar Street, Reading, Berks
RG1 1AH 0734-585211

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 54-3 | 52-3 | Caversham Fund | 52-6 | *72-6 |
| 62-5 | 58-5 | Caversham Ex In Fd | 59-1 | 62-5 |

### HILL SAMUEL UNIT TST. MNGRS.
45 Beech St., London EC2P 2LX
01-628 8011

| 1985 High | 1985 Low | Name | Bid | Offer |
|---|---|---|---|---|
| 444-0 | 397-9 | British Tst. | 417-3 | 444-0 |
| 85-8 | 74-7 | Capital Tst. | 79-0 | 85-0 |
| 185

# UNIT TRUST PRICES

Continued from page 25

**PHOENIX ASSURANCE GROUP**
Phoenix House, Redcliff Hill, Bristol BS1 6SQ 0272 294941

| 1985 High | Low | Name | Bid | Offer |
|---|---|---|---|---|
| Life Assurance Funds | | | | |
| 302·8 | 284·5 | Wealth Ass. | 284·7 | 299·6 |
| Pension Plan Funds — Phoenix | | | | |
| 105·9 | 98·9 | UK Equity Acc. | 98·0 | 103·1 |
| 104·0 | 92·3 | International Acc. | 90·2 | 94·9 |
| 104·5 | 100·0 | Property Acc. | 97·9 | 103·0 |
| 106·2 | 98·8 | Fixed Interest Acc. | 100·1 | 105·3 |
| 102·8 | 100·0 | Money Acc. | 97·7 | 102·8 |
| 102·0 | 100·0 | Build Soc. Link Acc | 97·9 | 103·0 |
| 103·2 | 99·4 | Special Mnged. Acc. | 96·5 | 101·5 |
| Phoenix/Framlington | | | | |
| 106·8 | 96·5 | Insul. Grth. Acc. | 91·7 | 96·5 |
| 105·1 | 94·1 | American & Gen Acc | 91·2 | 95·9 |
| 104·7 | 100·0 | Capital Int. Acc. | 104·3 | 109·7 |
| 110·4 | 91·1 | Japan & Gen Acc. | 90·7 | 95·4 |
| 106·2 | 94·1 | American Turn. Acc | 89·4 | 94·1 |
| 111·0 | 100·0 | Recovery Tst. Acc. | 96·0 | 101·0 |
| 106·2 | 98·9 | Special Mngd. Acc. | 96·4 | 101·4 |
| Phoenix/GT | | | | |
| 106·6 | 93·1 | International Acc. | 90·0 | 94·7 |
| 108·5 | 94·5 | Ur & General Acc. | 91·7 | 96·5 |
| 107·3 | 83·8 | Technol. & Grth Acc | 79·7 | 83·8 |
| 108·2 | 86·7 | Japan & General Acc | 87·0 | 91·5 |
| 106·0 | 86·1 | Far East & Gen. Acc | 86·5 | 91·0 |
| 109·0 | 98·3 | UK Capital Acc. | 102·5 | 107·8 |
| 105·3 | 94·9 | European Acc. | 91·7 | 96·5 |
| 105·3 | 96·8 | Special Mngd. Acc. | 92·9 | 97·7 |

**PROPERTY EQUITY AND LIFE ASSURANCE COMPANY LIMITED**
Cumberland House, Baxter Avenue, Southend on Sea, SS2 6HQ 0702 333433

| | | | | |
|---|---|---|---|---|
| 269·3 | 258·8 | Flex. Mon Bnd Fnd. | 261·1 | — |
| 112·5 | 109·0 | Int Man Cur Bnd F. | 109·1 | — |
| 100·4 | 100·0 | Tower Mngd Inv Fd | 100·4 | — |

**PROPERTY GROWTH ASSURANCE CO. LTD**
Leon House, Croydon, CR9 1LU 01-680 0606

| | | | | |
|---|---|---|---|---|
| 299·3 | 281·5 | Property Fund | 291·5 | — |
| 291·4 | 280·0 | Property Fund (A) | 281·9 | — |
| 1165·0 | 1111·65 | Agricultural Fund | 1045·7 | — |
| 1135·0 | 1111·29 | Agric. Fund (A) | 1010·7 | — |
| 292·5 | 255·[illegible] | Abbey Nat. Fund | 230·2 | — |
| 250·9 | 234·4 | Abbey Nat Fd. (A) | 236·0 | — |
| 161·7 | 155·3 | Investment Fund | 159·0 | — |
| 153·1 | 151·0 | Investment Fd. (A) | 155·4 | — |
| 565·8 | 522·0 | Equity Fund | 541·0 | — |
| 545·5 | 511·2 | Equity Fund (A) | 535·8 | — |
| 241·9 | 230·0 | Money Fund | 232·5 | — |
| 236·6 | 231·0 | Money Fund (A) | 236·9 | — |
| 259·5 | 245·9 | Actuarial Fund | 250·4 | — |
| 206·1 | 195·7 | Gilt Edged Fund | 204·7 | — |
| 200·1 | 195·7 | Gilt Edged Fd. (A) | 204·7 | — |
| 197·5 | 183·7 | Retire Annuity | 197·5 | — |
| 196·0 | 190·5 | Immediate Annuity | 196·0 | — |
| 315·8 | 300·6 | International Fund | 305·4 | — |
| 316·8 | 300·0 | Interna Fd (A) | 305·4 | — |
| 118·1 | 114·8 | Bld Soc Life Fd | 118·1 | — |
| Property Growth Pensions & Annuities Ltd. | | | | |
| 380·7 | 366·9 | All Wthr Acc Uts | 365·6 | 340·7 |
| 367·6 | 348·5 | Inv. Fd. Uts | 348·7 | — |
| 293·1 | 282·3 | Pension Fd. Uts | 293·1 | — |
| 357·1 | 341·3 | Conv. Pns. Fd. | 357·1 | — |
| 352·8 | 344·5 | Cnv. Pns. Cap. Ut. | 353·9 | — |
| 429·8 | 406·9 | Man. Pens. Fd. | 421·7 | — |
| 389·4 | 383·9 | Man Pens Cap. Ut. | 311·6 | — |
| 324·0 | 314·6 | Prop. Pens. Fd. | 324·0 | — |
| 233·2 | 227·3 | Prop Pens. Cap. Ut. | 233·2 | — |
| 300·8 | 291·3 | Bldg Soc Pen. Ut. | 302·6 | — |
| 227·4 | 215·4 | Bldg Soc. Cap. Ut. | 221·4 | — |
| 192·7 | 182·2 | Gilts Pens. Fd. | 190·8 | — |
| 160·9 | 152·2 | Gilt Pens Fd. Cap. | 158·5 | — |
| 355·2 | 330·0 | Equity Pens. Fd. | 352·0 | — |
| 295·5 | 277·0 | Equity Pens Fd Cap | 292·3 | — |
| 120·0 | 116·4 | Intl Pens Fd. | 118·5 | — |
| 123·0 | 111·8 | Intl Pens Fd. Cap. | 116·8 | — |

**PROVIDENCE CAPITOL LIFE ASSURANCE COMPANY LIMITED**

| 1985 High | Low | Name | Bid | Offer |
|---|---|---|---|---|
| 157·2 | 150·4 | Equity | 150·1 | 158·2 |
| 105·0 | 97·3 | Fixed Interest | 97·2 | 102·6 |
| 100·9 | 92·7 | International | 92·1 | 96·6 |
| 113·1 | 106·4 | Managed | 101·3 | 106·8 |
| 143·7 | 130·1 | Property | 136·2 | 143·7 |
| 87·8 | 72·5 | Special Market | 70·8 | 74·7 |

**PROVIDENT LIFE ASSOCIATION OF LONDON LTD**
246 Bishopsgate, London EC2M 4QP 01-247 3200

| | | | | |
|---|---|---|---|---|
| 636·3 | 601·0 | Unit | 594·5 | 625·2 |
| 128·8 | 122·0 | Equity | 121·2 | 127·5 |
| 117·2 | 109·0 | Fixed Interest | 111·1 | 116·7 |
| 111·7 | 110·0 | Property | 105·6 | 111·1 |
| 118·2 | 111·0 | Index-linked | 109·0 | 114·5 |
| 110·7 | 108·0 | Deposit | 105·4 | 110·7 |
| 130·3 | 122·0 | Pension Mixed Ord | 121·9 | 128·0 |

For other prices Tel: 01 247-3200

**PROVIDENT MUTUAL LIFE ASSURANCE ASSOCIATION**
Willian Road, Hitchin, Herts SG4 0LP 0462 739000

| | | | | |
|---|---|---|---|---|
| 171·2 | 162·7 | Managed Ord | 161·6 | 170·1 |
| 150·0 | 151·2 | Managed Init | 148·6 | 156·4 |
| 211·6 | 195·4 | Equity Ord | 201·0 | 211·6 |
| 195·3 | 181·6 | Equity Init | 184·8 | 194·5 |
| 112·1 | 105·7 | Index Lnk Gilt Ord | 103·8 | 109·3 |
| 108·3 | 102·4 | Index Lnk Gilt Init | 99·7 | 104·9 |
| 168·2 | 164·3 | O'seas Equity Ord | 162·4 | 171·1 |
| 174·2 | 152·6 | O'seas Equity Init | 152·0 | 160·0 |
| 123·2 | 120·6 | Property Ord | 117·0 | 123·4 |
| 115·3 | 112·0 | Property Init | 107·6 | 113·3 |
| 135·4 | 129·4 | Fixed Interest Ord | 128·2 | 135·0 |
| 114·1 | 111·0 | Fixed Interest Init | 112·4 | 118·3 |
| 116·5 | 113·0 | Deposit Ord | 110·5 | 116·3 |
| 106·9 | 105·0 | Deposit Init | 101·6 | 106·9 |
| 185·8 | 175·5 | Pen Managed Ord | 175·6 | 184·8 |
| 171·6 | 163·1 | Pen Managed Init | 161·5 | 170·0 |
| 235·8 | 215·3 | Pen Equity Ord | 224·0 | 235·8 |
| 217·5 | 200·0 | Pen Equity Init | 206·0 | 216·8 |
| 115·4 | 107·7 | Pen Ind Lkd Gilt Ord | 106·5 | 112·1 |
| 111·2 | 104·4 | Pen Ind Lkd Gilt Init | 102·3 | 107·7 |
| 183·6 | 173·7 | Pen O'seas Eqty Ord | 177·2 | 186·5 |
| 168·2 | 162·5 | Pen O'seas Eqty Init | 162·9 | 171·5 |
| 130·8 | 127·1 | Pen Property Ord | 124·3 | 130·8 |
| 120·3 | 118·4 | Pen Property Init | 114·3 | 120·3 |
| 135·5 | 122·5 | Pen Fixed Int Ord | 125·6 | 132·2 |
| 122·6 | 114·3 | Pen Fixed Int Init | 115·5 | 121·6 |
| 126·4 | 125·5 | Pen Deposit Ord | 122·3 | 128·4 |
| 118·1 | 112·1 | Pen Deposit Init | 112·2 | 118·1 |

**PROVINCIAL LIFE ASSURANCE COMPANY LIMITED**
Stramongate, Kendal, Cumbria, LA9 4BE 0539 23415

| | | | | |
|---|---|---|---|---|
| 370·9 | 344·3 | Managed Fund | 345·0 | 363·6 |
| 401·1 | 369·6 | Equity Fund | 372·9 | 393·0 |
| 232·1 | 205·4 | High Income Fund | 218·6 | 230·4 |
| 216·0 | 191·0 | International Fund | 188·3 | 196·5 |
| 300·5 | 267·6 | Special Sits Fund | 287·8 | 303·3 |
| 215·6 | 195·3 | Fixed Interest Fd. | 203·0 | 214·0 |
| 267·0 | 232·4 | Technology Fund | 217·7 | 231·0 |
| 264·2 | 226·2 | Nth American Fund | 214·2 | 225·5 |
| 248·5 | 201·6 | Far Eastern Fund | 200·5 | 213·3 |
| 128·2 | 113·5 | Extra Income Fd | 121·6 | 128·2 |
| 293·1 | 272·3 | Man Pension Acc Fd. | 273·6 | 288·0 |

**PRUDENTIAL ASSURANCE COMPANY**

| | | | | |
|---|---|---|---|---|
| 150·0 | 142·0 | Prufund Man. Fd. | 140·1 | 148·3 |

**PRUDENTIAL PENSION LIMITED**

| | | | | |
|---|---|---|---|---|
| 196·7 | 186·1 | Prulink Man. Fd. | 186·0 | 194·8 |
| 136·8 | 131·3 | Prulink Cash Fd. | 131·3 | 136·8 |

**REFUGE INVESTMENTS LIMITED**

| | | | | |
|---|---|---|---|---|
| 182·8 | 177·6 | Managed Fd. | 172·9 | 182·0 |
| 147·7 | 143·6 | Property Fd. | 140·3 | 147·7 |

**ROYAL LIFE INSURANCE LTD**
New Hall Place, Liverpool, L69 3HS 051-227 4422

| | | | | |
|---|---|---|---|---|
| 435·7 | 410·7 | Royal Shield Fd. | 408·1 | 429·7 |

**ROYAL LIFE (UNIT LINKED ASS.) LTD**

| | | | | |
|---|---|---|---|---|
| 177·4 | 168·1 | Managed Fd. | 167·0 | 175·7 |
| 211·8 | 202·1 | Equity Fd. | 198·4 | 209·0 |
| 138·4 | 136·7 | Property Fd. | 131·6 | 138·4 |
| 258·7 | 224·3 | International Fd. | 219·5 | 231·0 |
| 145·6 | 135·8 | Gilt Fd. | 135·8 | 142·8 |
| 119·5 | 116·6 | Money Fd. | 113·4 | 119·3 |
| 127·8 | 107·6 | U.S. Fd. | 106·9 | 112·5 |
| 119·8 | 104·6 | Pacific Basin Fd. | 104·2 | 109·6 |

**ROYAL LIFE (UNIT LKD PEN. FD) LTD**

| | | | | |
|---|---|---|---|---|
| 166·1 | 156·0 | Exempt Man. Fd. | 155·7 | 163·8 |
| 253·5 | 225·0 | Exempt Eqty Fd. | 239·1 | 251·6 |
| 149·3 | 126·8 | Exempt Prop. Fd. | 122·9 | 129·3 |
| 326·6 | 284·7 | Exempt Intnl. Fd. | 281·2 | 295·9 |
| 138·2 | 126·3 | Exempt Gilt Fd. | 130·9 | 137·7 |
| 127·2 | 122·4 | Exempt Money Fd. | 120·9 | 127·2 |

**ROYAL LONDON MUTUAL INS. SOC. LTD**

| | | | | |
|---|---|---|---|---|
| 212·3 | 202·6 | R. L. Mixed Fd. | 199·7 | 210·3 |
| 102·2 | 100·0 | R.L. Equity Fund | 96·6 | 101·8 |

**SAVE & PROSPER GROUP**

| | | | | |
|---|---|---|---|---|
| 103·2 | 96·7 | Global Equity | 93·5 | 99·0 |
| 318·0 | 304·9 | Property | 300·5 | 318·0 |
| 324·4 | 303·9 | Balanced Inv. | 301·7 | 319·3 |
| 354·4 | 330·0 | Gilt | 334·4 | 353·4 |
| 80·2 | 58·8 | Property Pension | 56·8 | 60·2 |
| 72·1 | 66·2 | Equity Pension | 68·1 | 72·1 |
| 68·9 | 65·0 | Managed Pension | 65·1 | 68·9 |
| 81·4 | 74·9 | Global Equity Pen. | 73·4 | 77·7 |

**SCHRODER LIFE GROUP**
Enterprise House, Portsmouth 0705 827733

| | | | | |
|---|---|---|---|---|
| 230·4 | 170·3 | American (4) | 196·7 | 207·0 |
| 145·5 | 105·5 | Australian (4) | 115·7 | 121·7 |
| 280·2 | 212·4 | C.W. Vangrd Man (4) | 262·4 | 276·2 |
| 198·6 | 169·7 | Deposit (4) | 188·5 | 198·4 |
| 645·3 | 568·1 | Equity (4) | 577·7 | 608·1 |
| 300·5 | 186·3 | European (4) | 189·4 | 199·3 |
| 275·4 | 260·0 | Fixed Int. (4) | 261·0 | 274·7 |
| 217·4 | 168·0 | Income Dist. (4) | 205·1 | 215·8 |
| 322·4 | 300·0 | Income Accum. (4) | 303·0 | 318·9 |
| 184·4 | 150·0 | International (4) | 184·0 | 193·7 |
| 332·0 | 315·0 | Managed (4) | 307·1 | 323·3 |
| 401·6 | 360·0 | Property (4) | 366·8 | 386·1 |
| 160·5 | 133·0 | Singapore & Malaysia (4) | 133·1 | 139·0 |
| 273·4 | 244·1 | Smaller Co's (4) | 228·7 | 240·7 |
| 286·0 | 218·0 | Tokyo (4) | 209·7 | 220·7 |
| 254·4 | 199·3 | UK Equity (4) | 239·4 | 252·0 |
| 135·8 | 106·8 | Deposit Pension (C) | 117·7 | 123·8 |
| [illegible] | 382·3 | Equity Pensions (C) | 343·5 | 361·5 |
| 278·9 | 196·2 | Fixed Int. Pen. (C) | 214·7 | 225·9 |
| 126·4 | 109·4 | Guaranteed Pen. (C) | 120·1 | 126·4 |
| 109·6 | 93·3 | Index-Lnk Gilt P. (C) | 102·3 | 107·6 |
| 126·3 | 103·0 | International Pen. (C) | 107·4 | 113·0 |
| 826·0 | 668·9 | Managed Pension (C) | 766·2 | 806·5 |
| 367·8 | 341·9 | Property Pen. (C) | 254·5 | 267·8 |
| 205·0 | 190·7 | Spec. Ex pt Pen. (C) | 200·3 | 210·8 |

**SCOTTISH EQUITABLE LIFE ASSURANCE SOCIETY**
31 St Andrew Sq., Edinburgh EH2 2OZ 031-556-9101

| | | | | |
|---|---|---|---|---|
| 282·6 | 205·1 | Mixed | 211·1 | 222·3 |
| 348·4 | 214·7 | Equity | 234·0 | 246·4 |
| 134·1 | 123·2 | Fixed Int | 126·3 | 133·0 |
| 263·8 | 225·1 | International | 230·2 | 251·6 |
| 124·6 | 121·0 | Property | 118·3 | 124·6 |
| 115·1 | 106·2 | Index linked | 107·4 | 113·1 |
| 124·9 | 120·7 | Cash | 118·6 | 124·9 |
| 120·4 | 103·4 | Edinburgh Inv. | 108·5 | 114·3 |
| [illegible] | 91·6 | Edinburgh Am. | 106·9 | 112·6 |
| 121·4 | 100·0 | Baillie Gifford Jap. | 100·5 | 105·8 |

**SCOTTISH AMICABLE LIFE ASS. SOCIETY**
150 St Vincent St, Glasgow G2 5NQ 041-248 2323

| 1985 High | Low | Name | Bid | Offer |
|---|---|---|---|---|
| 201·5 | 191·5 | Managed | 190·5 | 200·6 |
| 167·1 | 157·5 | Fixed Interest | 157·5 | 165·8 |
| 243·8 | 227·3 | Equity | 230·6 | 242·8 |
| 230·4 | 192·5 | International | 199·4 | 222·6 |
| 127·7 | 126·5 | Property | 121·6 | 128·1 |
| 115·9 | 109·5 | Index-Lin'd Gilt Fd. | 106·1 | 111·7 |
| 157·6 | 151·0 | Exempt Man. Fd. Int. | 141·5 | 155·5 |
| 180·1 | 167·0 | Exempt Man. Fd. Ac | 180·1 | 189·6 |
| 150·1 | 140·0 | Exempt Fx. In Fd. It. | 141·3 | 148·8 |
| 182·5 | 170·6 | Exe'pt Fx. In. Fd. Ac | 171·9 | 181·0 |
| 201·6 | 170·4 | Exempt Eq'ty Fd. Int | 170·5 | 179·5 |
| 218·8 | 203·2 | Exe'pt Eq'ty Fd Acm | 207·3 | 218·3 |
| 166·5 | 145·4 | Exempt Intl. Fd. Int | 141·8 | 149·3 |
| 200·5 | 171·1 | Exempt Intl. Fd. Acm | 172·5 | 181·6 |
| 97·7 | 94·8 | Exempt Prop. Fd. Int | 90·0 | 94·8 |
| 118·0 | 115·3 | Exempt Prop Fd. Acc. | 109·5 | 115·3 |
| 131·0 | 127·8 | Cash Fund | 124·4 | 131·0 |
| 113·6 | 111·6 | Exempt Cash Fund | 108·2 | 112·9 |

**SCOTTISH LIFE INVESTMENTS**
19 St Andrew Square, Edinburgh 031-556 9101

| | | | | |
|---|---|---|---|---|
| 122·5 | 115·8 | Managed | 111·9 | 117·9 |
| 109·9 | 109·1 | Property | 104·3 | 109·9 |
| 131·6 | 122·7 | U.K. Equity | 122·4 | 128·9 |
| 162·9 | 121·5 | American | 133·8 | 140·0 |
| 130·5 | 107·5 | Pacific | 109·1 | 116·2 |
| 136·4 | 116·5 | European | 115·6 | 121·8 |
| 138·7 | 119·0 | International | 121·6 | 128·0 |
| 106·7 | 101·1 | Fixed Int. | 100·4 | 105·7 |
| 110·2 | 104·6 | Index Linked | 100·8 | 106·2 |
| 107·5 | 104·8 | Deposit | 101·9 | 107·3 |
| 113·6 | 111·4 | Pens Property | 107·7 | 113·6 |
| 136·9 | 128·0 | Pens U.K. Equity | 128·0 | 135·9 |
| 174·8 | 138·0 | Pens American | 141·0 | 148·4 |
| 136·9 | 109·5 | Pens Pacific | 112·6 | 118·5 |
| 139·9 | 120·2 | Pens European | 120·7 | 127·0 |
| 137·1 | 124·7 | Pens International | 124·8 | 131·5 |
| 109·5 | 101·7 | Pens Fixed Int. | 103·1 | 108·5 |
| 112·2 | 105·9 | Pens Index Linked | 103·2 | 108·7 |
| 113·2 | 107·9 | Pens Deposit | 106·6 | 112·3 |
| 127·6 | 118·3 | Pens Managed | 116·6 | 122·8 |

**SCOTTISH PROVIDENT INSTITUTION**
6, St Andrew Square, Edinburgh 031-556 9181

| | | | | |
|---|---|---|---|---|
| 128·0 | 116·6 | Mixed | 114·0 | 120·1 |
| 132·8 | 122·9 | Equity | 124·0 | 130·6 |
| 127·2 | 124·6 | International | 120·9 | 127·3 |
| 115·0 | 109·8 | Property | 107·2 | 112·9 |
| 108·6 | 101·6 | Fixed Int | 102·5 | 108·0 |
| 109·0 | 103·2 | Index Linked | 99·3 | 104·6 |
| 109·0 | 106·4 | Cash | 103·4 | 109·0 |
| 119·5 | 114·4 | Pen Mixed Init | 111·7 | 117·7 |
| 124·4 | 116·6 | Pen Mixed Ord | 117·0 | 123·2 |
| 131·6 | 122·4 | Pen Equity Initial | 124·1 | 130·7 |
| 139·8 | 130·7 | Pen Equity Ord | 129·8 | 136·7 |
| 147·1 | 121·3 | Pen Intl Initial | 118·9 | 125·2 |
| 153·5 | 127·0 | Pen Intl Ord | 124·6 | 133·2 |
| 111·7 | 107·3 | Pen Prop Init | 106·0 | 111·6 |
| 117·0 | 111·5 | Pen Prop Ord | 111·0 | 117·0 |
| 109·1 | 101·7 | Pen Fix Int Init | 103·8 | 109·3 |
| 114·0 | 105·4 | Pen Fix Int Ord | 107·6 | 113·3 |
| 105·0 | 99·4 | Pen I.L. Init | 96·5 | 101·6 |
| 110·1 | 103·4 | Pen I.L. Ord | 101·4 | 106·9 |
| 108·7 | 105·6 | Pen Cash Init | 103·1 | 108·7 |
| 114·0 | 109·7 | Pen Cash Ord | 108·2 | 114·0 |

**STANDARD LIFE ASSURANCE CO.**
3, George St., Edinburgh, EH2 2XZ 031-225 2552

| | | | | |
|---|---|---|---|---|
| 273·8 | 262·2 | Managed | 258·2 | 272·2 |
| 180·1 | 173·3 | Property | 171·0 | 180·1 |
| 356·5 | 333·8 | Equity | 338·1 | 355·9 |
| 269·7 | 246·0 | International | 250·2 | 261·8 |
| 197·5 | 185·6 | Fixed Interest | 186·2 | 196·0 |
| 348·8 | 324·7 | Pens. Mngd | 324·7 | 341·8 |
| 463·0 | 427·0 | Pens Equity | 437·0 | 460·0 |
| 369·5 | 313·2 | Pens Intnl | 307·6 | 323·8 |
| 112·2 | 106·7 | Index-Linked | 104·8 | 110·4 |
| 151·2 | 147·4 | Cash | 143·6 | 151·2 |
| 191·1 | 180·7 | Pens Property | 181·5 | 191·1 |
| 215·5 | 199·9 | Pens Fixed Interest | 208·7 | 213·4 |
| 115·5 | 108·4 | Pens Index-Linked | 105·0 | 110·6 |
| 179·1 | 172·4 | Pens Cash | 170·1 | 179·1 |

**SCOTTISH WIDOWS GROUP**
P.O. Box 902, Edinburgh, EH16 5BU 031-655 6000

| | | | | |
|---|---|---|---|---|
| 339·9 | 324·8 | Inv Pol 1 | 327·9 | 327·9 |
| 331·9 | 317·1 | Inv Pol 2 | 304·0 | 320·1 |
| 327·2 | 298·2 | Inv Pol 3 | 299·5 | 315·3 |
| 171·9 | 167·9 | Inv Pol Cash | 163·3 | 171·9 |
| 186·7 | 178·7 | Mixed Fd | 176·5 | 186·8 |
| 216·8 | 199·7 | Equity Fd | 202·5 | 213·3 |
| 133·5 | 131·4 | Prop Fd | 126·7 | 133·5 |
| 176·2 | 153·8 | Intnl Fd | 150·3 | 158·3 |
| 169·1 | 161·7 | Fix Int Fd | 159·6 | 168·1 |
| 111·0 | 112·1 | Ind Stk Fd | 106·6 | 112·3 |
| 127·8 | 124·8 | Cash Fd | 121·5 | 127·9 |
| 215·7 | 206·0 | Pen Mxd Ord | 203·2 | 214·0 |
| 245·5 | 223·4 | Pen Eq Ord | 229·5 | 241·7 |
| 147·5 | 144·6 | Pen Prop Ord | 140·0 | 147·5 |
| 202·6 | 173·5 | Pen Intl Ord | 171·5 | 180·6 |
| 199·2 | 190·7 | Pen F I Ord | 188·0 | 198·0 |
| 122·7 | 116·8 | Pen Ind St Ord | 112·9 | 119·0 |
| 154·8 | 143·7 | Pen Cash Ord | 142·0 | 149·5 |
| 899·7 | 848·5 | PM Man | 887·0 | 887·0 |
| 919·4 | 865·6 | PM Stk Ex | 895·8 | 905·6 |
| 138·8 | 134·9 | P M Prop | 128·8 | 135·6 |
| 158·2 | 154·0 | PM Cash | 155·2 | 155·2 |
| 408·9 | 408·6 | Ex Unit Acc | 402·6 | 415·7 |

**SKANDIA LIFE ASSURANCE COMPANY LIMITED**
Frobisher House, Nelson Gate, Southampton. 0703 334411

| | | | | |
|---|---|---|---|---|
| 191·0 | 175·3 | Managed Life Acc. | 171·7 | 180·7 |
| 256·3 | 218·4 | Managed PensionsAc | 208·8 | 219·7 |
| 217·1 | 194·3 | International LifeAcc | 188·1 | 198·6 |
| 299·5 | 257·0 | International PensAcc | 248·9 | 262·0 |
| 121·4 | 112·0 | ArbuthnotManLifeAc | 113·4 | 119·3 |
| 124·6 | 115·9 | Arbuthnot Pens. Acc. | 117·6 | 123·9 |
| 106·4 | 99·7 | BritanniaManLifeAc | 99·9 | 105·7 |
| 122·9 | 112·3 | BritanniaPensionsAc | 114·2 | 120·2 |
| 115·5 | 105·2 | FramlingtnMnLfeAc | 103·7 | 109·1 |
| 136·5 | 118·8 | FramlingtonPensAcc | 121·4 | 127·7 |
| 113·9 | 107·5 | GartmoreManLifeAc | 103·2 | 108·6 |
| 135·3 | 121·9 | Gartmore Pens. Acc. | 118·1 | 124·3 |
| 115·3 | 104·4 | HendersonManLifeAc | 107·8 | 113·5 |
| 130·9 | 120·3 | Henderson Pens. Acc. | 115·4 | 121·4 |
| 112·7 | 106·1 | TSBManaged LifeAcc | 102·7 | 108·1 |
| 118·1 | 118·1 | TSB Pensions Acc. | 114·2 | 120·2 |
| 198·9 | 186·5 | Equity Life Acc. | 187·7 | 197·5 |
| 252·3 | 232·5 | Equity Pensions Acc. | 235·7 | 248·1 |
| 158·5 | 152·7 | Gilt Plus Life Acc. | 150·5 | 158·2 |
| 197·6 | 190·6 | Gilt Plus Pens. Acc. | 187·1 | 196·9 |
| 150·1 | 147·4 | Property Life Acc. | 142·6 | 150·1 |
| 191·1 | 185·6 | Property Pens. Acc. | 181·5 | 191·1 |
| 151·3 | 148·1 | Deposit Life Acc. | 143·7 | 151·3 |
| 186·4 | 189·1 | Deposit Pensions Acc | 186·3 | 196·1 |

**SUN ALLIANCE LINKED LIFE INSURANCE LTD**
Sun Alliance House, Horsham. 0403-64141

| | | | | |
|---|---|---|---|---|
| Life Funds | | | | |
| 400·5 | 378·6 | Equity | 374·9 | 394·7 |
| 232·8 | 217·7 | Fixed Interest | 219·2 | 230·8 |
| 283·5 | 240·5 | International | 240·8 | 253·3 |
| 315·1 | 298·2 | Managed | 293·5 | 309·0 |
| 263·3 | 249·0 | Property | 250·1 | 263·3 |
| 165·5 | 161·6 | Deposit | 157·2 | 165·5 |
| 136·0 | 127·8 | Index Linked | 127·0 | 133·7 |
| 134·6 | 99·5 | North America | 96·3 | 101·5 |
| 116·9 | 98·5 | Far East | 96·2 | 101·4 |
| 133·57 | 127·90 | International Bond | — | 129·12 |
| Pension Funds | | | | |
| 220·8 | 204·5 | Equity | 206·5 | 217·4 |
| 199·8 | 183·5 | Fixed Interest | 187·9 | 197·8 |
| 147·4 | 143·5 | Property | 140·0 | 147·4 |
| 206·3 | 195·2 | Managed | 195·3 | 205·5 |
| 160·9 | 149·0 | Index Linked | 148·2 | 156·0 |
| 243·2 | 205·0 | International | 205·5 | 216·4 |
| 138·4 | 132·7 | Deposit | 131·4 | 138·4 |

**SUN LIFE PENSIONS MNGMT LTD**

| | | | | |
|---|---|---|---|---|
| 339·9 | 305·0 | Pens. Mngd. Acc. | 311·8 | 328·3 |
| 187·7 | 180·8 | Pens Property Acc. | 150·3 | 187·7 |
| 422·9 | 397·9 | Pens. Equity Acc. | 388·2 | 409·5 |
| 189·9 | 171·1 | Pens. Fixed Int. Acc | 170·1 | 179·1 |
| 111·4 | 104·6 | Pens. Ind. Link. Acc | 105·2 | 110·8 |
| 173·6 | 166·1 | Pens. Cash Acc. | 164·9 | 173·6 |
| 165·4 | 149·8 | Pens. Ameri. Eq Acc | 147·7 | 155·5 |
| 149·0 | 126·3 | Pens U.S. Bonds Acc | 124·7 | 131·3 |
| 141·9 | 115·3 | Pens. Japan Acc. | 113·0 | 119·0 |
| 140·1 | 111·5 | Pens Pacific Acc. | 127·8 | 134·6 |
| 431·8 | 366·4 | Pens. Far Eastrn Acc | 367·2 | 386·6 |
| 327·0 | 284·3 | Pens. Intnl. Acc. | 286·2 | 301·3 |
| 135·3 | 112·7 | Pens. U.S. Dollar Acc | 112·7 | 118·7 |
| 122·5 | 104·6 | Pens. Yen Acc. | 103·1 | 108·6 |
| 106·8 | 99·8 | Pens. Euro. Curr. Acc | 95·3 | 100·4 |

**SUN LIFE ASSURANCE CO. OF CANADA (UK) LTD**
2, 3, & 4, Cockspur St., London SW1Y 5BH 01-930 5400

| 1985† High | Low | Name | Bid | Offer |
|---|---|---|---|---|
| 582·0 | 557·8 | Growth Account | — | 573·4 |
| 330·3 | 317·9 | Managed Account | — | 330·3 |
| 411·3 | 385·9 | Equity Account | — | 407·5 |
| 166·1 | 160·0 | Maple Leaf Mngd. Fd | 157·7 | 166·1 |
| 196·9 | 184·8 | Maple Leaf Eq. Fd. | 185·8 | 195·0 |
| 149·7 | 139·6 | Maple Leaf Fix. In. Fd | 138·0 | 145·3 |
| 138·9 | 125·6 | Maple Leaf Prop. Fd | 126·3 | 132·9 |
| 122·6 | 110·6 | Maple Leaf Money Fd | 116·5 | 122·6 |
| 229·5 | 220·4 | Maple Leaf Intnl. Fd | 204·1 | 214·9 |
| 129·8 | 113·4 | Maple Leaf In Lin Fd | 110·4 | 116·2 |
| 611·5 | 577·1 | Personal Pens. Acct | — | 611·1 |
| 299·8 | 282·9 | Pensions Mngd. Acc. | 284·0 | 299·6 |
| 101·9 | 100·0 | Pens. Guaranteed Fd | 96·6 | 101·9 |
| 103·4 | 100·0 | Pens. Equity Fd. | 97·0 | 102·1 |
| 103·0 | 100·0 | Pens. Property Fd. | 96·9 | 102·0 |
| 106·1 | 100·0 | Pens. Fixed Int. Fd. | 100·8 | 106·1 |
| 107·1 | 86·5 | Pens. Intnl. Fd. | 85·5 | 90·0 |
| 102·6 | 100·0 | Pens. Money Fd. | 97·5 | 102·6 |
| 104·2 | 100·0 | Pens. Index Link Fd | 96·0 | 101·1 |

**SUN LIFE UNIT ASSURANCE LTD**
St James Barton, Bristol BS99 7SL 0272-426911

| | | | | |
|---|---|---|---|---|
| 339·0 | 321·2 | Managed Acc. | 318·5 | 335·1 |
| 207·3 | 200·3 | Property Acc. | 196·7 | 207·1 |
| 465·9 | 423·7 | Equity Acc. | 443·6 | 466·8 |
| 190·1 | 179·2 | Fixed Interest Acc. | 179·4 | 189·0 |
| 110·2 | 105·4 | Index-Linked Acc. | 102·7 | 108·2 |
| 173·1 | 168·8 | Cash Acc. | 164·4 | 173·1 |
| 213·7 | 163·9 | AmericanEquity Acc | 179·6 | 189·3 |
| 124·2 | 108·5 | U.S. Bonds Acc. | 106·3 | 111·8 |
| 134·6 | 113·6 | Japan Acc. | 112·5 | 118·3 |
| 121·2 | 103·7 | Pacific Acc. | 107·8 | 113·5 |
| 269·8 | 245·2 | Far Eastern Acc. | 245·2 | 258·2 |
| 263·5 | 233·0 | International Acc. | 227·8 | 239·8 |
| 124·7 | 107·2 | U.S. Dollar Acc. | 106·1 | 111·7 |
| 111·9 | 103·9 | Yen Acc. | 97·7 | 102·9 |
| 107·0 | 100·4 | European Curr. Acc | 95·9 | 101·0 |
| 154·5 | 144·7 | Distribution | 146·7 | 154·5 |

**TEACHERS ASSURANCE CO. LTD**

| | | | | |
|---|---|---|---|---|
| 140·1 | 135·3 | Managed Fund | 132·4 | 139·4 |
| 119·7 | 113·6 | Gilt & Fixed Int. Fd. | 113·7 | 119·7 |
| 116·0 | 113·4 | Cash Fund | 110·2 | 116·0 |

**TSB LIFE & PENSIONS**
P.O. Box 3, Keens House, Andover, Hants. SP10 1PG 0264-62188

| | | | | |
|---|---|---|---|---|
| 128·0 | 125·3 | Managed | 119·5 | 125·9 |
| 113·6 | 110·8 | Property | 107·8 | 113·6 |
| 153·0 | 147·3 | Equity | 143·6 | 151·3 |
| 117·6 | 109·5 | Fixed Int. | 110·9 | 116·9 |
| 113·0 | 109·7 | Money | 108·5 | 112·2 |
| 234·4 | 192·6 | Man. Pens. | 218·1 | 229·7 |
| 105·4 | 100·0 | Deposit Pens. | 98·1 | 103·4 |

**TRANSINTERNATIONAL LIFE INSURANCE CO. LTD**
55-57, High Holborn WC1 6DU 01-831 7481

| | | | | |
|---|---|---|---|---|
| 237·8 | 213·9 | Series 2 Man. Fund | 213·4 | 224·6 |
| 284·2 | 265·4 | Series 2 Equity Fund | 266·1 | 280·0 |
| 213·5 | 203·2 | Series 2 Prop. Fund | 200·4 | 210·9 |
| 205·8 | 193·8 | Series 2 Fixed Int. Fd | 193·9 | 201·0 |
| 147·7 | 143·5 | Series 2 Money Fund | 140·4 | 147·7 |
| 207·3 | 184·2 | Series 2 O'seas Fund | 186·8 | 196·6 |
| 447·1 | 420·5 | Tulip Invest. Fund | 419·4 | 441·5 |
| 313·6 | 305·5 | Tulip Managed Fund | 293·8 | 309·2 |
| 221·8 | 209·9 | Managed Fund Int. | 207·4 | 218·3 |
| 258·5 | 243·6 | Managed Fund Acc. | 242·4 | 255·1 |
| 352·1 | 329·6 | Man. Pen. Fund Cap. | 328·7 | 345·9 |
| 455·4 | 424·2 | Man. Pen. Fund Acc. | 426·3 | 448·7 |

**TRIDENT LIFE ASSURANCE CO. LTD**
London Road, Gloucester, GL1 3LE 0452-500500.

| | | | | |
|---|---|---|---|---|
| 283·6 | 220·5 | American | 222·8 | 234·7 |
| 180·5 | 176·4 | International | 172·9 | 182·1 |
| 281·2 | 262·0 | U.K. Equity | 264·7 | 278·7 |
| 285·8 | 253·8 | Managed | 248·8 | 262·8 |
| 326·8 | 303·7 | High Yield | 311·6 | 328·1 |
| 225·4 | 211·7 | Gilt Edged | 213·0 | 224·3 |
| 305·4 | 282·8 | Growth Acc. | 286·0 | 301·2 |
| 250·5 | 241·2 | Growth Cap. | 253·6 | 246·0 |
| 316·1 | 306·8 | Property | 300·2 | 316·0 |
| 265·0 | 258·5 | Guaranteed | 240·2 | 252·4 |
| 218·1 | 212·8 | Money | 207·1 | 218·1 |
| 255·4 | 245·1 | Fiscal | 241·6 | 254·4 |
| 359·5 | 340·9 | Pensions Managed | 338·3 | 356·2 |
| 240·2 | 231·5 | Pensions Deposit | 228·1 | 240·2 |
| 326·1 | 312·0 | Pensions Property | 311·6 | 328·1 |
| 257·7 | 239·8 | Pensions Gilt Edged | 242·3 | 255·1 |
| 353·5 | 334·0 | Pensions Equity | 335·6 | 353·3 |
| 112·8 | 104·2 | Pensions Swiss Bond | 99·7 | 105·0 |
| 119·3 | 115·4 | Pensions Woolwich | 113·2 | 119·3 |
| 116·0 | 104·8 | Henderson Active | 105·2 | 110·8 |
| 123·8 | 109·9 | Perpetual Active | 113·4 | 119·5 |
| 106·1 | 91·5 | Trident Bond | 100·7 | 106·1 |
| 106·9 | 100·0 | Henderson Pens | 101·5 | 106·9 |
| 133·9 | 100·0 | Perpetual Pens | 125·8 | 132·7 |

**VANBRUGH LIFE ASSURANCE LTD**
41-43 Maddox Street, London W1R 9LA 01-499 4923

| | | | | |
|---|---|---|---|---|
| 368·0 | 344·4 | Managed | *342·2 | 360·3 |
| 695·5 | 641·2 | Equity | 656·5 | 691·1 |
| 303·0 | 281·8 | Fixed Interest | 284·3 | 299·3 |
| 255·2 | 251·1 | Property | 242·4 | 255·7 |
| 305·1 | 280·0 | International | 253·0 | 266·4 |
| 134·6 | 110·0 | North American | 112·2 | 118·2 |
| 115·6 | 96·5 | Pacific Basin | 96·5 | 101·6 |
| 121·6 | 110·1 | European | 112·0 | 117·9 |
| 202·9 | 198·0 | Cash | 192·7 | 202·9 |
| 339·0 | 305·9 | Pensions Managed | 309·8 | 326·2 |
| 448·1 | 407·3 | Pensions Equity | 423·4 | 445·7 |
| 273·4 | 254·4 | Pensions Fixed Int | 259·5 | 273·2 |
| 232·6 | 216·5 | Pensions Property | 211·4 | 222·6 |
| 125·0 | 116·1 | PensIndex-L'kedGilt | 114·3 | 120·4 |
| 151·0 | 141·4 | PensIntnat'alMoney | 135·8 | 142·5 |
| 156·0 | 151·4 | Pens. Global Equity | 150·4 | 157·3 |
| 105·5 | 100·1 | Pensions Cash | 100·2 | 105·5 |
| 125·0 | 94·4 | Pens. Guaranteed (2) | — | [illegible] |

* Ex-distribution.
† Based on offer prices.
WX Ex-withdrawal.

## Campbell Soup on takeover trail

CAMPBELL SOUP is stepping up its search for acquisitions in Britain and the rest of Europe, said William Cashel, chairman, in London yesterday.

The United States food group is in the takeover market as part of its policy to increase international sales from 15 p.c. to 25 p.c. of its total business.

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London SW1H 9JG

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# SITUATIONS VACANT

Continued from Page 15

## REPRESENTATIVES

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EXPERIENCED AGENTS required to sell new range of remedial chemicals including DPC, Liquids, Woodworm treatments, water proofing materials. Apply in writing to R. Astin, Antelope Technical Applications Ltd, Antel House, 2, Abingdon Road, Nuffield Industrial Estate, Poole, Dorset, BH17 7UG.

### GREETING CARD REPRESENTATIVES

We would like to hear from you if you have experience in selling greeting cards, particularly in named cards. We are creating several new territories in various parts of the country. If you have the experience we are looking for, we will offer an excellent basic salary + powerfully stimulating and achievable bonuses.

Write to R. H. Seddon, Managing Director, Limited Greeting Card Co. Ltd, Riverpark, Berkhamsted, Herts.

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aged 21-25 required by Miller from Sweden Ltd.

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required to develop new sales and maintain existing retail accounts in the decorative lamp market. The successful applicant will have had experience in supervising a national team of sales people. Salary to commence at £12,000 p.a. plus commission and car. Apply in the first instance in writing enclosing a short c.v. and request and application form to R.S. 6059, Daily Telegraph, E.C.4.

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SALES CONSULTANTS. Earn in excess of £20,000 p.a. and be your own boss. GKD, manufacturers of fitted bedroom furniture with showrooms in London, Home Counties and South East, require experienced self-starters who can expect high earnings through qualified leads and appointments. With the backing and training of a company established over 20 years, all you need is the ability to sell effectively, a car and a telephone. Tel. Derek Steele on 01-515 5131 or write to GKD Ltd, Lanrick House, Lanrick Road, London, E14 0JJ.

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3. SURREY, LONDON S.W. (South of River).
4. HANTS, DORSET, ISLE OF WIGHT.

We will give you full training, a company car, good basic salary with an open-ended commission scheme. Other bonuses and incentives are offered that will give high rewards to high performers, with no ceiling on your earnings. Telephone me now on (0827) 54560 (daytime 9 a.m.-5 p.m. or evenings 6.30 p.m.-9 p.m.) for an early appointment.

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### SALES PROFESSIONAL

Automotive Batteries

We are a major U.K. manufacturer of lead acid batteries for use across the board in the automotive industry. Our market share is steadily growing, and we're keen to increase our share still further. That's why we're looking for a dynamic man or woman to develop our sales in a highly profitable area covering Kent, Sussex, Surrey, part of Essex and South London.

You will handle all normal sales activities for the Automotive Replacement Battery Division including personal sales contact with distributors, fleet operators, other trade outlets and sales promotions. You will probably be in your thirties, with a good educational background, have the ability to communicate effectively. Experience in the automotive component industry would be a considerable advantage. We offer a basic salary of £7,400 + a good commission structure. In addition we provide a company car, contributory pension and life assurance scheme and assistance with telephone expenses. Please write with full details to Chris Ellis, Personnel Manager, Oldham Batteries Limited, Denton, Manchester M34 3AT.

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Payne Packaging Limited, part of the Norcros Group of Companies, require an experienced and ambitious Sales Representative covering Buckinghamshire and Hertfordshire.

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Please apply in writing to Mr Doug Easton, Sales Manager, Payne Packaging Limited, Giltway, Giltbrook, Nottingham, NG16 2GT.

Applications are invited from both men and women.

### SALES EXECUTIVE

We are distributors throughout the country of a range of steel & wood office furniture, selling direct to national and multinational companies. We wish to extend our sales coverage in London and the home counties and invite applications from ambitious personnel with experience of selling direct to the user. This is a permanent position with a good salary and a company car is provided. Write giving details of your career to: Mr R. C. Roe, OES (London) Ltd, Chadwell Heath Lane, Romford, Essex, RM6 4NP.

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An attractive salary, car and contributory pension is offered. Please write initially for an application form to: Personnel Manager, Stuart & Sons Ltd, Redhouse Glassworks, Stourbridge, W. Midlands DY8 4AA.

### SALES REPRESENTATIVES

World's leading manufacturer of Weighing Machines have openings for Representatives to sell an exciting new range of microprocessor based products, to Retail Traders and Industrial Concerns mainly in London and Home Counties area, but with a small number of openings elsewhere in the U.K.

The ability to demonstrate an aptitude for selling would be equally as appropriate as previous selling experience.

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Tel: 01-947 6381-7

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**Technical Representative**
WESTERN HOME COUNTIES

A young sales professional to sell the product range to distributors, builders merchants, plumbers etc., in a territory covering West London, Bedfordshire, Oxon and Sussex. Although construction experience would be advantageous it is not essential as sound product training will be given.

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Please write indicating which position is of interest to you and giving details of age, experience and career to date to: The Personnel Services Manager, Tucker Fasteners Ltd., Walsall Road, Perry Barr, Birmingham, B42 1BP.

### SYSTEMS PROFESSIONALS

London—£30,000 OTE + CAR

AIM Ltd are a leading computer consultancy addressing a number of clearly defined vertical market places in the U.K. Due to planned expansion we now seek an experienced systems sales person to join our 'specialist team' based in London. Ideally you should have a good sales record in mini, micro or WP solutions and be aged between 25-40 years. It would be of particular interest if you have had experience of selling computer systems to the legal profession. In return your remuneration would include a basic salary up to £14,000 p.a. and a realistic target earnings package of around £30,000 p.a. In the first instance please contact our advising consultant Ian Whiteman on 01-387 4349 during office hours or 01-380 1039 between 6 & 9 p.m. tonight.

Ian Whiteman Associates, 40 Triton Square, Euston Centre, London NW1 3HG (Rec Cons).

### SNOWCAP REFRIGERATORS & FREEZERS

We seek the services of a representative who can develop our existing business in Yorks., Lancs and the North. Products are extremely competitive, and have good after sales support. Excellent earning potential by salary and commission, company car and expenses.

Tel: 01-200 6505 or c.v. to S. J. Robinson, Technical & Optical Equipment (London) Ltd, Zenith House, The Hyde, Edgware Road, London NW9 6EE.

### TECHNICAL SALES PERSON

Rawset Fixings Limited require Sales person due to our expansion into the Midlands, Oxfordshire, Berkshire, Hampshire and Dorset. We offer a basic salary plus a high commission rate. You would use your own vehicle while training and on completion we supply a company car. If you have experience tell us, if you can be trained—tell us. Contact by letter only, Personnel Office, Unit 2B, Glynstell Close, Radfield Road, Cardiff.

### TECHNICAL SALES REPRESENTATIVE

Architectural Installation Services Limited, the largest installation company in the U.K. is seeking to strengthen its sales force in the London and Southern Counties area by appointing an additional technical representative.

We are looking for a Sales Person who has ideally experience in the commercial window/curtain walling/patent glazing industry with emphasis on building refurbishment and specifiers. A member of the Norcros Group, we offer a good basic salary plus commission and a company car. Apply in writing with full c.v. to:

Sales & Marketing Manager, Architectural Installation Services Ltd., 172, Birmingham Road, West Bromwich, West Midlands, B70 6QL.

### TECHNICAL SALES REPRESENTATIVE

Midlands and the South
Attractive Salary + car

Bayer UK Limited is part of the international Bayer Group, marketing a wide range of products in the industrial, medical, agricultural and consumer fields.

Reporting directly to the Sales Manager, you will be responsible for developing and supporting the sales of inorganic pigments — particularly iron oxides and titanium dioxide — to the concrete, paint and plastic industries. Candidates aged 25 plus and educated to at least 'A' level standard, will be self-motivated, possess considerable commercial flair and be able to demonstrate a thorough technical sales ability. Knowledge of inorganic pigments and their applications would be an advantage. Visits to our parent company in West Germany will be necessary and knowledge of German would be useful. In return, you will receive a highly competitive salary plus all the generous company benefits, including car, BUPA, pension scheme and free life assurance. Relocation assistance to the North Oxford area will be provided where appropriate.

Please write or telephone for an application form to Mrs Janet Stapley, Bayer UK Limited, Bayer House, Strawberry Hill, Newbury, Berks RG13 1JA. Telephone: 0635 39433.

£1,000 PER WEEK can be earned on our Profit Sharing scheme selling Replacement Windows and Doors. No capital investment. Southern areas only. Phone Mr Kelly P.M.A.P. 0276 26175.

## OFFICE VACANCIES

### MARKETING ASSISTANT SECRETARY

required by Consulting Civil, Structural and Planning Engineers for their offices located near Covent Garden.

Applications are invited from Graduates, preferably with a degree in Business Studies, to assist the Project Director, Business Development. Duties will include market research and its application to the marketing effort, and telephone contact with clients. A high standard of audio and copy typing is essential, together with a knowledge of data based storage/retrieval systems; experience on word processors will be an advantage. Applicants should be articulate, numerate and capable of absorbing normal day-to-day office routines in addition to the specific requirements detailed.

Conditions include flexible working hours, four weeks holiday, Christmas Bonus and pension scheme. Please apply in writing, quoting Staff Secretary reference RES/A/127 to: TRAVERS MORGAN AND PARTNERS, Mead House, Cantelupe Road, East Grinstead, West Sussex RH19 3DG

TOP PA required for international business/investment consultant. Luxury offices in Mayfair. Applicants 35+. Smart/well spoken. Immediate start. Salary circa £19,500. No agencies. Please call 01-499 9774.

## Materials Controller

**East Midlands** — **c.£13,000**

Our client, a subsidiary of a major UK engineering group, wish to recruit a Materials Controller. The position is expected to play a key role in the organisations operations following recent decisions to reorganise and upgrade both production and computing facilities.

The successful candidate, aged 26+, will require to be experienced in implementing and running material control systems including MRP and capacity planning systems. Reporting to the Production Manager this new position will assist existing production staff in selecting and then installing the necessary systems to achieve the companies' planned stock reduction and customer service levels. Experience of operating in small batch manufacturing companies would be an advantage but the major requirement is to provide experience of computer control systems and thereby improve the level of awareness of the production team.

It is envisaged that the successful candidate will go on to take overall responsibility for all material control systems within the company using the implemented systems and therefore ensure the target stock levels are achieved.

Please write providing full details to:
Alan Dickinson,
Executive Selection Division,
Price Waterhouse Associates. York House,
York Street, Manchester M2 4WS.
Quoting reference BR01.

Price Waterhouse — Business Needs Experts.

## Project Engineer

United Biscuits is one of the largest food groups in the world with a turnover in excess of £1,700 million and diverse interests in the UK and Worldwide.

Reporting to the Group Project Manager the successful candidate (male or female) will be responsible for detailed mechanical, production and process engineering project work both in Operating Companies and the Research and Development Centre and to carry out development work on new equipment and processes. The post is presently based at the R and D Centre, Maidenhead, but will be moving to new premises on the Reading University Campus in approximately two years' time.

Applications are invited from graduate, mechanical or production engineers with significant experience in the food industry over a wide range of manufacturing processes and engineering activities. Personal attributes will include self motivation, self reliance and the ability to communicate effectively at all levels. Preferred age 28 to 40 years.

Benefits include excellent salary, generous holidays, pension and life insurance schemes. A company car will be provided and, where necessary, assistance with removal expenses will be given.

Please write or telephone for an application form and job description to:– Miss P Jung, H.Q. Personnel Manager, United Biscuits (UK) Limited, Grant House, P.O Box 40, Syon Lane, Isleworth, Middlesex TW7 5NN. Tel: 01-560-3131 Ext 4025.

**United Biscuits**
McVITIE'S • CRAWFORD'S • KP FOODS • WIMPY • UB FROZEN FOODS • TERRY'S OF YORK • PIZZALAND • KEEBLER (USA) •

## United Medical Enterprises

HAVE YOU
- experience in the project management/project co-ordination field?
- ideally, knowledge of the specification and procurement of medical equipment?
- a sound educational background probably to degree/HNC level?

ARE YOU
- seeking to join a rapidly expanding medical equipment company with projects in the Middle East?
- looking for a short/long term or permanent position in the UK with overseas visits or Saudi Arabia?
- demanding an excellent salary and generous benefits package?

Then, UME would like to hear from you. Having successfully tendered for a number of new contracts, we now seek PROJECT MANAGERS & CO-ORDINATORS.

Please send full career details to:
Miss Kerry Solomon, Senior Personnel Officer,
United Medical Enterprises,
12/18 Grosvenor Gardens, London, SW1.

## PROJECT MANAGEMENT
## O & M/Business Systems
A CHALLENGING NEW APPOINTMENT

**NORTH HAMPSHIRE** — **£12,000-£14,000**

Our client, a market leader in their field, are currently committed to a progressive development programme which aims to increase their turnover by over 100% in the next 5 years.

An integral part of this business expansion is to ensure that administrative efficiency is maximised through the application of effective O & M/Business Systems expertise, taking full advantage of Office Technology where appropriate. To this end, a new 'stand-alone' position has been created which, reporting directly to the Management Services Manager, calls for a high-calibre professional able to offer:

- ★ At least 4 years proven O & M/Business Systems experience.
- ★ Exposure to Office Technology including, ideally, Telecommunications.
- ★ Commercial awareness and multi-project handling capabilities.
- ★ Ability to work on an autonomous basis.
- ★ Strong interpersonal skills and individual motivation.

In return, you can expect a challenging brief within a small 'internal consultancy' function which has the active support of Senior Board Management. Career development prospects, both within and outside of Management Services, are excellent and an attractive remuneration package includes:

- ★ Guaranteed '13 month' bonus.
- ★ Free private health insurance.
- ★ Subsidised staff restaurant.
- ★ Relocation assistance to a pleasant part of Hampshire.

*To apply:* For written job specification details and to arrange an initial meeting, please telephone Mark Chapman, who is advising on this appointment, on Tunbridge Wells (0892) 47529 (46555 outside office hours). Alternatively, write to him at Prospect House, 11 Lonsdale Gardens, Tunbridge Wells, Kent TN1 1NZ.

PROSPECT RECRUITMENT

## Assistant to the Manager
### Productivity Services

Our client is a major financial organisation who is strengthening its resources supporting a productivity improvement programme.

The assistant manager will concentrate on the preparation and achievement of a vigorous and economic programme of studies to a good technical standard.

The successful applicant will have had previous training and experience covering O & M disciplines, clerical work measurement, and product costing. Persons applying should be able to demonstrate positive achievements as a project leader in one or more of these activities.

The person we seek should be aged 25-40, prepared to work in central London and to travel if required in the U.K.

Candidates should submit a hand written letter of application with their C.V. to W. D. Scott & Co. Ltd., Edgbaston House, 3 Duchess Place, Edgbaston, Birmingham B16 8NH, quoting our reference No. 560.

**WDScott**
International Management Consultants

## ELECTRICAL POWER SYSTEMS

We now have excellent opportunities, at various levels, within a newly formed projects company for applications engineers to work on the specification of equipment for AC transmission schemes.

Candidates with some experience in the design/application/commissioning of electrical power equipment should telephone (0785) 43366 (24 hrs) for more information or send a cv in confidence quoting ref 255 to:
**Engineering Selection, FREEPOST, Stafford, ST17 4BR.**

Engineering Selection

هكذا من الاصل

# HAY-MSL SELECTION & ADVERTISING

HAY-MSL Selection and Advertising Limited · 52 Grosvenor Gardens · London SW1W 0AW · Tel: 01-730 0833 City: 01-236 5354
■ HAY-MSL Selection and Advertising Limited is a member of the HAY-MSL Management Consultants Group.
■ Offices in Europe, the Americas, Africa, Australasia and Asia Pacific.

Birmingham 021-643 6234 · Bristol 0272-276617 · Edinburgh 031-225 3307 · Glasgow 041-248 7700
Leeds 0532-454757 · Manchester 061-834 2425 ■ All posts are open to men & women.

## Commercially aware young accountant with director potential

SURREY: £14,000-£16,000 + BONUS

HAY-MSL MANAGEMENT SELECTION

Our client is a market leader with an outstanding reputation for creativity and customer service in the field of interior design, soft furnishing and furniture.

The company has developed substantially since its formation in 1982 and with ambitious plans for the future the directorate now wishes to appoint a lively, young Company Accountant with a creative and interpretive approach to accounting.

Reporting directly to the MD you will be responsible for all aspects of company accounting, including computerisation of existing systems, and as a key member of a young management team will contribute to the strategic management of the company as a whole.

Candidates, ideally aged around 30, will be qualified accountants – probably chartered – with at least 2-3 years' commercial experience, ideally gained in a small company. Previous experience of computerisation is desirable together with strong communication and man-management skills.

This is an outstanding opportunity to make a significant and visible personal contribution to the growth of the company justifying an early appointment at director level.

Please write – in confidence – with full career details to Lorraine Pullan, ref. D.78312, HAY-MSL Management Selection, 52 Grosvenor Gardens, London SW1W 0AW.

## Engineers and Chemists

GLOUCESTER

Serck Baker

Serck Baker, part of BTR plc, is a leader in the design and manufacture of advanced water filtration and treatment plant for the oil industry.

Our Oil Services Department provides a wide range of technical services which assist oil companies with definition of treatment requirements, coreflood and injection testing, design of treatment facilities, commissioning and operator training.

Due to rapid growth, we require additional engineers and chemists, qualified to degree or HNC level. Experience in water injection and oil production would be a significant advantage.

The positions are Gloucester based with frequent short-term assignments overseas. An attractive employment package will be offered related to experience and qualifications.

*Please write with CV stating current salary details and expectations to:* W. A. Trendell, Serck Baker Oil Services, Riga House, 380 Bristol Road, Gloucester GL2 6XY.

## Senior Sales Engineer – Passive Fire Protection

HAY-MSL CONFIDENTIAL ADVERTISING

Our client, a major UK Paint Manufacturer, has for some years provided passive Fire Protection for use in buildings and industry.

Due to the rapid expansion of this sector of their business, they now need to strengthen their team with the appointment of a Senior Sales Engineer, preferably with experience of working with architects, consulting engineers and local authorities.

The person appointed will be located in the South East of England with reasonable access to central London.

An attractive salary is offered together with a company car and other benefits associated with an international company.

Please write with full details. These will be forwarded direct to our client. List separately any companies to whom your application should not be sent: M. Hordern ref. D.1998. HAY-MSL Confidential Advertising, 52 Grosvenor Gardens, London SW1W 0AW.

## Training and Development Professional

NOTTINGHAM

Boots

The Company's warehousing and distribution network is one of the largest in the UK – multi-site, technically interesting and employing more than 3,000 people.

The workload is increasing and becoming more complex so the need for trained, capable, people at all levels is growing.

To ensure this need is met we require a well qualified and widely experienced training professional.

Based in Group Training Services, but working closely with Warehousing Line Management, you will help to plan and organise a variety of resources to create the necessary structure and achieve the individual development, which will enable managers to cope effectively with their rapidly changing and increasingly technical working environment. It will be necessary to design and develop training programmes and procedures for all levels of staff and to participate in their implementation.

*Probably a graduate with a training/personnel qualification in the age range 28-40, you must be creative, but practical, and have at least five years' responsible training experience. Some management development experience is essential.*

The terms and conditions of employment are attractive: a competitive salary, profit based bonus, staff discounts and assistance with relocation to the Nottingham area, where excellent housing is reasonably priced.

Please write with full details to: Mrs. M. J. Bowen, Employment Services Manager, Employment Services Department, The Boots Company PLC, Head Office, 1 Thane Road West, Nottingham NG2 3AA.

## Packaging Technologist

GREENFORD: c.£10,000

Lyons Tetley

Lyons Tetley is a highly successful Company, one of the UK's best known food manufacturers, and part of the Allied Lyons Group.

We seek a Packaging Technologist to be responsible to the Tea Business Packaging Development Manager for making a major impact on all technical problems and for the development of packaging materials for existing and new products. Promotion prospects are excellent both Company and Group wide.

You should be a self motivated person who likes a challenge, be aged 25 to 35 and have either two or more years' packaging development experience within the food industry, or more substantial experience elsewhere.

Education should be to ONC or HNC standard or above. Attractive benefits cover relocation if necessary.

Candidates should forward a full CV, including salary, or contact Teresa Bailey, Lyons Tetley Ltd., 327-347 Oldfield Lane North, Greenford, Middx UB6 0AZ. Tel: 01-578 2345.

## General Works Manager

TAYSIDE

Don & Low plc manufacture industrial textiles in a number of production units *in the Tayside Region and is the largest polypropylene extrusion and* weaving company in the UK, and the second largest within Western Europe.

A vacancy has occurred for a General Works Manager within our modern, purpose-built extrusion plant. We consider it unlikely that the successful candidate will be aged less than 35 years and we invite applications from those who can demonstrate a proven record of management and technical ability *in the production* of synthetic tape or yarns, preferably with considerable knowledge in the production of multifilament yarns. The person appointed will be required to operate as a participative manager, heading up the existing technical and line management team, and maximising the considerable technical resources available.

*Applicants must be technically qualified in an appropriate discipline, not* necessarily to degree level, and will be responsible to the Manufacturing Director for attaining optimum efficiency and quality production to standard costs and within agreed budget levels.

Conditions of employment are good, and include the provision of a company car. The position is based in Forfar, a very pleasant semi-rural location, and generous relocation expenses will be paid where appropriate.

Those interested should send a comprehensive CV, or alternatively telephone for an application form to: W. D. Brown, Group Personnel Manager, Don & Low plc, St. James Road, Forfar, Angus DD8 2AL. Tel: (0307) 62171.

## Unique Opportunities

*Fresh Fruit and Vegetable Produce*

OMAN: £TAX FREE PACKAGE

HAY-MSL MIDDLE EAST مختصون باستيطانات العرب

Our client, a newly established Public Authority for Marketing agricultural produce, provides a link between growers and trade through well organised collection and distribution centres throughout the Sultanate. They now seek:

### Sales & Marketing Manager
### c.£27,600 p.a.

Reporting to the acting G.M., prime responsibilities will be to develop and implement Sales and Marketing strategy, pricing policy, and Market research activity. Important objectives will be the development of relationships between the farmer and trade, and assisting in the education of farmers in market orientated activities.

Candidates, aged around 40 and ideally educated to degree level, should have practical management experience gained in Sales and Marketing of fresh fruits and vegetables, preferably in a tropical or Middle East environment. A flexible and pragmatic approach to a developing environment, together with communication skills, is important. Ref. D.1225/1.

### Distribution Centre Managers
### c.£23,500 p.a.

Reporting to the Sales and Marketing Manager, key responsibility will be for all aspects of distribution and quality control, including: buying and selling produce; packing and grading; refrigerated storage; stock rotation; plus controlling collection centres in his region.

Candidates aged 35+ must have practical management experience gained in wholesale distribution of fresh and refrigerated fruits and vegetables, together with proven ability to operate a successful commercial operation. The ability to live and work in a developing environment is essential. *Ref. D.1225/2.*

### Banana Handling/ Ripening Specialist
### c.£21,000 p.a.

Key tasks will be the quality control of locally grown bananas, and the control of all aspects of distribution, from farmer to consumer. Other activities include setting and controlling ripening programmes, together with the organisation of packing, grading, daily records and training of staff.

This is an excellent opportunity for an ambitious specialist with the drive, enthusiasm and ability to control 5 ripening rooms, of 10 tons capacity. Practical expertise is more important than formal qualifications and experience in handling and ripening, gained with a major banana company, is essential. Knowledge of the dwarf cavendish variety would be an advantage. Ref. D.1225/3.

In addition to the negotiable tax free salary indicated, comprehensive benefits include free furnished accommodation, utilities allowance (electricity and water), free transport, and generous annual leave with paid air fare. Annual renewable contract with married status available for suitable candidates.

Please write – in confidence – with full details, quoting relevant reference, to K. Lowe, HAY-MSL Middle East, 52 Grosvenor Gardens, London SW1W 0AW.

## UK Sales and Marketing Manager

SOMERSET: SALARY NEGOTIABLE

HAY-MSL MANAGEMENT SELECTION

*... for a well established company* within a PLC group supplying a wide range of customers in the UK, particularly the shoe manufacturing industry.

Responsible to the MD for five sales representatives and sales of £1.5m., key tasks will be the development of marketing strategies and the penetration and profitability of the business, pricing structures, key account management and the leadership of the sales force.

*Candidates should be aged over 30*, graduates with a strong record in sales or marketing and possess good personal, numerate and analytical skills.

Usual benefits including car, exceptional growth prospects.

Please write – in confidence – to David Dodd ref. D.17679, HAY-MSL Management Selection, 50 Queen Square, Bristol BS1 4LW.

## Naval Architect – Offshore Engineering

BP

This is an opportunity for a young Naval Architect to work in the Offshore *Division of our Engineering and Technical Centre. The post is London* based, but could eventually lead to project work elsewhere in the UK or overseas.

Working in the Division's multi-disciplinary team, you will be involved in the development of schemes for offshore oil production through fixed, as well as floating, structures. You will contribute to conceptual design proposals and review outside-designers' proposals. *In due course the opportunity should arise to co-ordinate small teams of designers and* supervise the work of consultants and contractors.

Aged around 28-30 you must have a good degree in naval architecture or equivalent and have chartered status in a relevant professional institution. As well as knowledge of modern ship-building practice, your *should have at least 3 years' experience of the offshore oil industry,* in areas such as semi-submersible design or operation, or offshore tanker mooring. Experience of working offshore is highly desirable.

An attractive salary will be offered and benefits include a non-contributory pension scheme and generous relocation assistance, where appropriate.

Please write or telephone for an application form, quoting ref. D.217, to: *Susan Skolar, Recruitment Branch,* The British Petroleum Company p.l.c., Britannic House, Moor Lane, London EC2Y 9BU. Tel: 01-920 3484. *BP is an equal opportunity employer.*

## Outstanding Opportunities in Works Management

MIDLANDS AND NORTH: TO £18,500

HAY-MSL CONFIDENTIAL ADVERTISING

Our client is a highly regarded capital goods manufacturer and these two challenging appointments are to enhance the strength of its production management team.

A strong engineering background, together with a thorough appreciation of advanced machining techniques, is essential. Of paramount importance is a track record of achieving production targets to tight quality limits in a highly unionised environment.

Salary negotiable as indicated; attractive large group benefits including generous relocation assistance where appropriate.

Please write with full details. These will be forwarded direct to our client. List on a separate sheet any companies to whom your application should not be sent. Peter Roberts ref. D.1999, HAY-MSL Confidential Advertising, Oak House, Park Lane, Leeds LS3 1EL.

## Buyers

UK LOCATIONS: £ATTRACTIVE

*... developing roles in a fast moving environment*

M&B

... with May & Baker Ltd., a leading manufacturer of pharmaceutical, fine chemical and agrochemical products and a part of Rhône-Poulenc, one of the world's foremost chemical companies.

We have recently created a new career structure for our purchasing staff, designed to maximise our professional purchasing expertise which is seen as an important and integral part of our business. As a result we are looking to recruit additional people, at a variety of levels, at the following locations: Norwich; Ongar and Dagenham in Essex; Belvedere in Kent. The jobs will involve the purchase of chemicals, packaging materials and engineering and other services.

As a Buyer you will be given specific responsibilities in one of the above *areas and be expected to exercise your initiative in negotiations,* within defined limits. At the senior level this will mean responsibility for the detailed negotiation of £multi-million international contracts.

We will expect you to be suitably professionally qualified – IPS or equivalent – be educated to degree/HNC level, ideally in a scientific or engineering discipline and have relevant purchasing experience. Probably aged under 35, you must have the confidence and ability to make an immediate and positive contribution to our business relative to the level of appointment.

We offer an attractive salary, dependent on ability, experience and the entry level to the company. Excellent benefits are as expected of a major international company and will include assistance with relocation expenses where appropriate. Career development prospects are first class.

Please write with full details, quoting ref. T/109 to: Martin Havelock, Senior Personnel Officer, May & Baker Ltd., Dagenham, Essex RM10 7XS. Tel: 01-592 3060, ext. 2544.

## Young Training Manager

BRISTOL: c.£11K + CAR + BENEFITS

*... with a commitment to management development*

HAY-MSL PERSONNEL

Our client is a specialist national division of one of Britain's leading finance houses, with its head office based in Bristol.

This new appointment is an ideal opportunity for a young training professional to inject additional impetus to the management training and development activity, to which the company is already positively committed.

Ideally, you will be in your mid 20's to mid 30's, probably a business or social sciences graduate, with a professional personnel or training qualification. You will have a track record in an active training role and will be familiar with external resources such as business schools, consultancies and assessment centres, as well as running internal courses. Reporting to the Personnel Manager as a member of a small team, you will identify management training needs and will be encouraged to influence policy direction. Therefore an ability to establish personal rapport and professional credibility with senior colleagues and line management is essential.

The rewards include a progressive salary structure, company car, pension scheme, free private medical insurance and subsidised mortgage facilities subject to qualifying conditions.

Please write – in confidence – with full details to Jennie Hale ref. D. 79038, HAY-MSL Personnel, 50 Queen Square, Bristol BS1 4LW.

*Hunting Hivolt, one of the most rapidly expanding companies on the South Coast, is a member of the Hunting Group of Companies.*

*The following appointments are based in our Military Division at Worthing which is enjoying unprecedented growth. The environment is technically demanding, small build/prototype work for the MoD. Salaries are competitive and major company benefits include relocation.*

*Please send full details, including salary, to Chris Blake, Hunting Hivolt Limited, Riverbank Works, Shoreham-by-Sea, Sussex BN14 5PL.*

## CAD/CAM Manager – for substantial new resource

Hunting
HUNTING HIVOLT LTD

The exceptional growth of our Military Division together with our continuing commitment to the latest technology has now resulted in a significant investment in a major new CAD/CAM resource.

We now seek a key member of the Engineering Managers team to ensure the smooth transition from commissioning stage through to complete integration and to harness this resource to the demands of our customers for the next decade.

You will be a design engineer with computer experience and an HNC/Degree in an electro-mechanical discipline, significant CAD-CAM experience and have the resourcefulness and energy to achieve results.

## Senior Development/Development Engineers

*Installation of Military Communication Equipment*

£10,500-£14,000

As a Senior Engineer you will be responsible to the Engineering Manager for analysing the technical content of projects, developing them in accordance with customer specifications, motivating and directing a team of Development Engineers to ensure work is completed on time and to budget.

For the senior post you should be educated to degree level in electronics or an electro-mechanical discipline coupled to 5 years' experience in an MoD environment. For the Development Engineer's post you should have HNC or equivalent in an electro-mechanical discipline coupled with at least 18 months' relevant experience.

## Industrial Engineers

Our growth has led to the creation of two industrial engineering positions. The successful applicants will not only ensure a smooth transition from development to production but will also have the vision and technical expertise to analyse our current manufacturing methods/systems and bring about the necessary changes to meet the Company's evolving needs.

To meet this challenge you will be educated to HNC level and have had several years' experience, probably gained in more than one company.

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## Chief Executive

*Severn-Trent Water*

Severn-Trent is seeking a successor to the current Chief Executive, who retires this year to take up the position of President of the Institution of Civil Engineers.

Severn-Trent covers an area of over 8,000 square miles, employs some 9,000 people and serves a population of over eight million.

Applications are invited from senior executives from:-

1) Industry and Commerce (Private Sector)
2) Other Water Authorities
3) Other National Utilities
4) Local Authorities

The successful applicant will be over 40 years old, numerate, with a University Degree or equivalent qualification, comfortable with technical matters and with a management track record in an activity with a high service component.

Letters of application, quoting reference no. ABC 882, should be sent to Austin Knight Advertising UK Ltd., Tricorn House, 51-53 Hagley Road, Edgbaston, Birmingham B16 8TP.

All replies will be acknowledged and dealt with in total confidence.

Austin Knight Advertising

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## Product Designer

Gillette Industries Limited

The Gillette Company is a *major force in the world of* consumer products, most notably in the fields of Shaving, Writing Instruments, Electrical Appliances and Toiletries.

We are seeking someone with exceptional talent whose creative skills will help to enlarge this range of products.

This is an exciting opportunity for a creative designer or engineer with flair and enthusiasm to join a lively team of other professionals working on *new products for international* markets.

Ideally aged 25-35 applicants will be well qualified to degree standard in either design or *engineering* with a sound knowledge of both and with some commercial experience.

This challenging position will offer the successful candidate an *unusual degree of personal* freedom and the availability of considerable technical resources.

Salary and benefits will be as expected from an *international* organisation and will include Christmas bonus, 5 weeks holiday, contributory pension scheme, life assurance and, where *appropriate, relocation* expenses.

If you feel you have the qualifications and experience please write with full c.v. to:- Charles Rhodes, Senior Personnel *Officer, Gillette Industries Ltd.*, 452 Basingstoke Road, Reading, Berkshire RG2 0QE.

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## National Distribution Manager

**Home Counties** — **Up to £20,000 + Car**

Our client, an autonomous company in an international group, is a market leader in the supply and service of equipment to industrial end users with a high reputation for reliability and after-sales service. This new post, reporting to a Director, has been created to make effective the centralisation of the supply of equipment and spares utilising extensive computerisation of order and stock control. Distribution is by a national carrier.

Applicants should be aged around 40 educated to degree level, ideally in an engineering discipline, and with management experience in the warehousing and distribution of equipment and spares utilising extensive computerised systems. Potential to manage an independent site and to develop systems and controls to improve the effectiveness and economics of the service is essential.

Salary is up to £20,000, plus car and large company benefits. Assistance will be given to relocate if required. Excellent opportunities exist for career development in this international group.

Applicants should write in confidence with full details or telephone 01-499-1948 (24 hour answering service) for a personal history form quoting reference C/907/2.

This will be forwarded direct to our client. List separately any companies to whom your application should not be sent.

**Stephens Advertising Service Ltd.,**
***Foxglove House, 166 Piccadilly, London W1V 9DE***

Stephens Advertising Service

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## PRINTING

HARVEYS Ltd of EDINBURGH (incorporating Hillhead Ltd, 1953) Ltd, an old established and successful firm of Printers, Manufacturers, Stationers, Screen Process Printers and Paper Merchants with Head Office and Main Factory in Edinburgh, and a Factory in Loanhead on the outskirts of Edinburgh, and a Factory in Old Kilpatrick outside Glasgow, now require as a result of recent rapid expansion:

## AN ASSISTANT TO THE MANAGING DIRECTOR

This is a senior post with expectation of succeeding MD. Applicants, who should be self motivated and enthusiastic, are likely to be in the 35-45 age bracket and have had a technical printing background with at least five years' management experience. Evidence of all round business and financial awareness will be required. As customer contact is an important aspect of this position, past experience would be considered advantageous.

Attractive salary, Pension Scheme, Company car and normal benefits are provided.

Applications in confidence to:—
Mr A Paterson
Managing Director
Harveys Ltd
Edgefield Road Ind. Estate
Loanhead EH20 9SX

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## On/Offshore Engineers

Our client, West of London based and the UK subsidiary of a major international engineering company engaged in the execution of onshore process plant and offshore contracts worldwide, is strengthening the project management and services team with the following appointments.

**Project Engineer** (Ref 8440) Candidates 28-40 and graduate chartered engineers, will be flexible and adaptable with five years project engineering experience including offshore projects.

**Senior Planning/Scheduling Engineer** (Ref 8442) Candidates 30-45, will have at least eight years experience in the use of advanced planning techniques including Artemis for scheduling both the head office and construction phases of onshore and offshore projects.

Both appointments carry attractive remuneration packages with excellent promotion prospects and offer ideal challenges for those whose abilities are currently under utilized. Although these are home office appointments, candidates must be willing to accept the occasional short term overseas assignment.

Please write quoting the appropriate reference number to John Whetmore C.Eng., B.Sc., M.I.Mech.E., M.Inst.E., Barnett Consulting Group Limited, Providence House, River Street, Berkshire SL4 1QT. Tel: Windsor 58860.

**Barnett Consulting Group**

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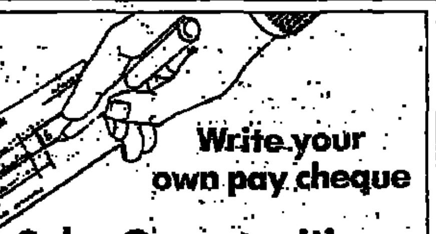

## Write your own pay cheque

## Sales Opportunities

Tired of working for someone else? Hungry for success? Highly motivated? Well travelled? Imaginative? A car owner? Prepared to work hard, following up the leads we give you?

If this is you, it's likely that you're the right person for a successful career in direct sales with an expanding German wine company.

Interested? Then send your cv to Jakob Gerhardt Wines Ltd, 451 Sunleigh Road, Wembley, Middx. HA0 4NB or call 01-903 9500 for more information and an application form.

Jakob Gerhardt Wines Ltd.

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## General Manager

SMALL WORKS DIVISION

KENT — Up to £17,500 + car

A long-established construction company requires a General Manager to spearhead the expansion of its Small Works Division. This undertakes a broad range of work including shop and public house refurbishments, industrial maintenance contracts and system building projects.

Reporting to the managing director, the position's main objective is the threefold increase in the division's sales within five years. It has director potential and calls for a resourceful individual with good managerial skills. This is an excellent opportunity for an experienced and qualified builder or quantity surveyor, aged 35 to 45.

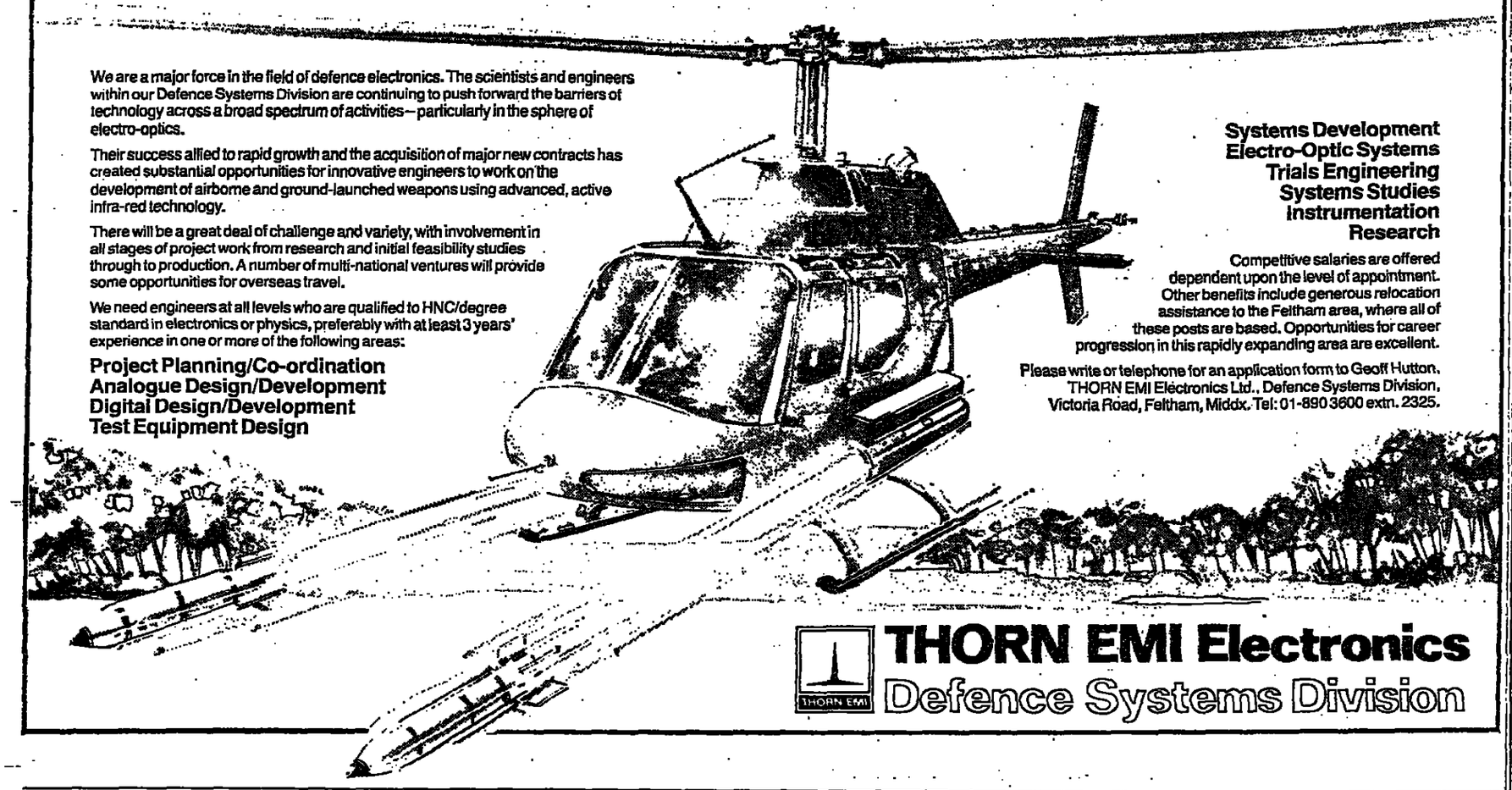
Please write with full details of your career to Robin A. Ellis, Bull Thompson and Associates Ltd., Alliance House, 63 St. Martin's Lane, London WC2N 4JX, quoting reference 1803.

Bull Thompson

CORPORATE AND RECRUITMENT CONSULTANTS

# Electronics Engineers

## Lock on to today's most advanced electronics projects ... in Feltham



We are a major force in the field of defence electronics. The scientists and engineers within our Defence Systems Division are continuing to push forward the barriers of technology across a broad spectrum of activities—particularly in the sphere of electro-optics.

Their success allied to rapid growth and the acquisition of major new contracts has created substantial opportunities for innovative engineers to work on the development of airborne and ground-launched weapons using advanced, active infra-red technology.

There will be a great deal of challenge and variety, with involvement in all stages of project work from research and initial feasibility studies through to production. A number of multi-national ventures will provide some opportunities for overseas travel.

We need engineers at all levels who are qualified to HNC/degree standard in electronics or physics, preferably with at least 3 years' experience in one or more of the following areas:

**Project Planning/Co-ordination**
**Analogue Design/Development**
**Digital Design/Development**
**Test Equipment Design**
**Systems Development**
**Electro-Optic Systems**
**Trials Engineering**
**Systems Studies**
**Instrumentation**
**Research**

Competitive salaries are offered dependent upon the level of appointment. Other benefits include generous relocation assistance to the Feltham area, where all of these posts are based. Opportunities for career progression in this rapidly expanding area are excellent.

Please write or telephone for an application form to Geoff Hutton, THORN EMI Electronics Ltd., Defence Systems Division, Victoria Road, Feltham, Middx. Tel: 01-890 3600 extn. 2325.

**THORN EMI Electronics**
**Defence Systems Division**

# UK SALES MANAGER

## Non-ferrous metals

**c.£15,000**
**2.1 Ghia, BUPA and relocation**

As one of the world's largest producers of non-ferrous metals, our client boasts substantial sales to many powerful names in British industry.

The Company's superb technological strength, coupled with first rate head office support has resulted in an enviable pattern of sustained growth and now warrants the search for someone to head up the group's non-ferrous sales and marketing operations.

Ideally, but not essentially, we are looking for a graduate metallurgist aged 30-42. He/she will be based within a 50 mile radius of London but will travel, both within the UK and the E.E.C. – for this reason, knowledge of a European language would be useful. A proven ability to negotiate at Purchasing Director level and above is essential, together with a keen commercial acumen, proven management skills and a good knowledge of modern manufacturing processes.

To discuss this career opportunity in total confidence and to arrange a local meeting, please telephone Tony Williams or Andrew Neatby-Smith until 8pm daily.

BUCKINGHAM APPOINTMENTS
Foley House, 12a Maddox Street, London W1R 9PL. Telephone 01-629 8677

TECHNICAL SALES AND MANAGEMENT RECRUITMENT SPECIALISTS

# FIELD SALES MANAGER

We are a Management owned Company, who in 1984 made a profit of £500,000 on a turnover of £1,000,000.

The leading Manufacturer/Distributor of Workwear and allied Products to Agriculture and Industry, we wish to appoint a top line professional Field Sales Manager.

Reporting to the Managing Director, responsibility for the performance of our six Salesmen and generating new profitable business will be the two major priorities. Initially relocation may not be necessary.

A 100% commitment to the Company will be expected, and therefore, a substantial salary, plus a bonus geared to results will be offered together with good fringe benefits, and a prestige Company car.

Long term prospects are excellent, and you should send your full career details to:-

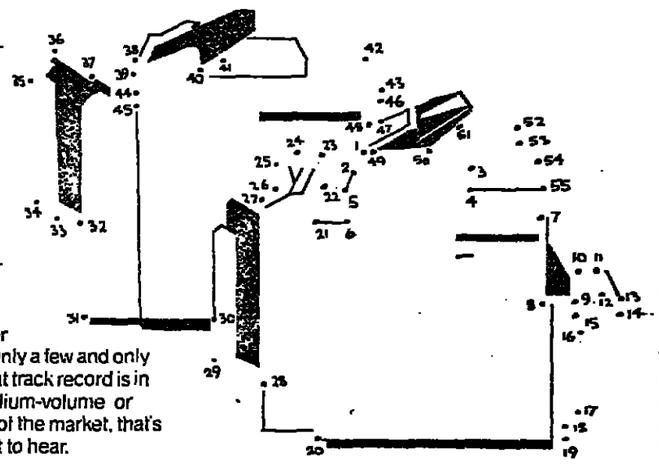
**Lawson Tolley Esq.,**
**Chairman & Managing Director,**
**Clares Carlton Limited,**
**Town Hall Buildings,**
**Wells,**
**Somerset,**
**BA5 1SQ**

# THE KODAK MESSAGE FOR COPIER SALES EXECUTIVES

## CAN YOU AFFORD NOT TO JOIN UP?

It's a range of Kodak Copiers you've never seen before, incorporating the latest laser technology amongst other advanced features. Which we announced last Thursday.

So you're the first to know what we're doing. Expanding our family to meet demand from companies of all sizes. Opening up a market which presents us with 60,000 new sales prospects nationwide.



Were looking for Copier Sales Executives who can recognise a momentous career opportunity on sight. Only a few and only the best. If your 22-carat track record is in the high-volume, medium-volume or major accounts sector of the market, that's precisely what we want to hear.

Our quality, reliability and service can't be challenged by any other company and our new family of copiers will enjoy the same support. We sell *only* direct to our customers and we make it our business to put their requirements first. That's what you'd be doing from our network of sales offices throughout the UK.

All these challenging appointments provide for top rewards: on-target earnings of c.£18,000 p.a., income potential up to £40,000 p.a., a benefits package including a company car, and career prospects which must result from this major market expansion.

Talk to us on (0442) 61122 Extension 1000 on Thursday 2nd or Friday 3rd May, (9am to 5pm).

Kodak Limited, Station Road, Hemel Hempstead, Herts, HP1 1JU. Direct Applications only.

**KODAK *COPIERS*** THE FAMILY OF KODAK COPIERS — GROWING TO MEET YOUR NEEDS.

# LEASING CONSULTANTS

## WE'RE GROWING TO BECOME AN EVEN BIGGER WHEEL IN VEHICLE CONTRACT HIRE.

In just a few years Marley Vehicle Leasing has become one of the major forces in the industry. Now, our aim is to double our size and turnover – it's a planned programme backed by the substantial resources of the Marley Group.

**Current opportunities exist in the North East, Midlands, South West and the South Coast.**

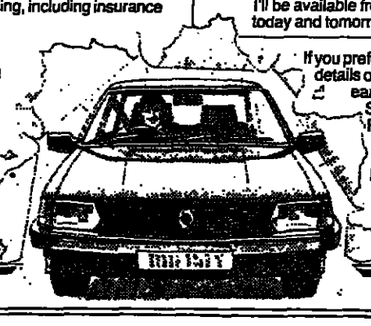
You'll be negotiating with one of the best and most comprehensive packages available, covering all aspects of vehicle hire and leasing, including insurance and fuel cards.

A background of vehicle contract hire/leasing would, of course, be preferable, but if you are aged between 25-40 and experienced in selling any type of service to senior management, we can provide the appropriate training. However, what is essential is the unshakable confidence to build sales in a highly competitive market.

We offer substantial rewards, including a good basic salary, a guaranteed bonus whilst training, a company car and other benefits – plus relocation assistance if necessary.

How far and how fast you advance is up to you – your prospects are unlimited with Marley Vehicle Leasing.

**I'M WAITING FOR YOUR CALL NOW**
If you're really keen to find out more ring me, David Inkster, Regional Sales Manager, right away. I'll be available from 10.00 am to 4 pm today and tomorrow on 028 371 3575.



If you prefer, please write with brief details of career to date and salaries earned to: Sandra Campopiano, Personnel & Training Officer, Marley Vehicle Leasing Limited, PO Box 31, Riverhead, Sevenoaks, Kent TN13 2YY.

MARLEY VEHICLE LEASING

# Contract Energy Management

Emstar Limited, established in 1984, as a member of the Royal Dutch Shell Group of Companies, has introduced a new concept in the professional management of energy services to commerce and industry in the UK.

Due to its continued expansion, EMSTAR now offers a challenging position for a suitably qualified professional engineer.

## Chief Project Engineer c£20,000 + car

To be responsible for a team of qualified Project Engineers evaluating, designing and implementing energy saving schemes in commerce and industry. Typically aged 35 to 45, you must be a chartered engineer with a minimum of 5 years' experience in leading project engineering teams and contract work, based in Building Services/Energy Management/Process Engineering fields.

This position provides the opportunity to participate in, and benefit from, the growth of a major new enterprise. Location is West of London, and assistance with removal expenses will be provided if appropriate.

Please apply in writing, enclosing a full CV, and quoting DT/485 on the envelope to:
Emstar Limited, Sunblest House,
Fairfield Avenue,
Staines, Middlesex TW18 4BQ.

**Emstar**
ENERGY MANAGEMENT SERVICES TECHNOLOGY AND RESOURCES

# CAMBRIDGE INSTRUMENTS

## Production Engineers

**Salary to £12,500+O/T,**
**relocation and other attractive Company benefits**

CAMBRIDGE INSTRUMENTS is an expanding Cambridge based company manufacturing a diverse range of high-technology scientific equipment.

With a high investment commitment budgeted to manufacturing facilities, we are looking for Production Engineers who can contribute knowledge and innovative ideas to producing a 'friendly' assembly method.

Candidates should have a degree in Electrical or Mechanical Engineering with at least 5 years experience in a low/medium volume electro-mechanical instrumentation assembly line. A knowledge of cable and PCB assembly line and testing methods is essential. You will form part of a production engineering team and use your skills and imagination to improve assembly methods by introducing new jigs, fixtures and assembly testing techniques. You will liaise with the Design Engineering Department in solving manufacturing and design problems at the initial stage and during the manufacturing cycle.

If you are a Production Engineer (male or female) who would like to find out more about CI, phone **Susan Hyde Staff Consultant on Royston (0763) 60602 till 9p.m.**

**NUMBER ONE IN INSTRUMENTATION**

# ARC Properties Limited-Bath

## Finance Director (Designate)

**c.£20,000+car**

ARC is a leading supplier of crushed rock, sand & gravel, asphalt, Premix concrete and other construction materials. Annual turnover exceeds £600 million and there are approximately 8000 UK employees.

Due to a recent reorganisation the above appointment has now been established. This is a senior appointment and the successful applicant will have to undertake the total financial function for a new subsidiary property company (sector) within the ARC Group. This will include the management of both internal and external funding for development projects, cash flow and budgetary control, the provision of accounting disciplines and management/financial information services, together with all related administration.

Applicants shoud hold an appropriate qualification and should have Treasury or senior accounting experience with public companies or independent private companies with access to the UK and European capital markets and investment institutions. Knowledge of the property and/or construction industry would be advantageous.

The successful candidate, as Finance Director (Designate), will be expected to contribute fully at Board level to the development of the company and will be responsible for developing his or her technical management team as and when necessary.

In addition to the salary quoted above, other benefits include a contributory pension scheme, free life insurance, annual bonus scheme and assistance with relocation expenses where appropriate.

Applications to:
A.M. Kemp,
159 Andrewes House,
Barbican, London, EC2.

Amey Roadstone Corporation Limited
A member of the Gold Fields Group
We are an Equal Opportunities Employer.

ARC

# MASA GROUP

Tax Free opportunities in Saudi Arabia

## PEST CONTROL

### Sales Staff

We are seeking more high calibre Sales Staff to join our rapidly expanding Pest Control Services operation in Saudi Arabia. The main activities comprise insect, rodent, termite and dog control, and fumigation. Applicants should have successful sales experience in Pest Control. Successful applicants will be responsible for developing existing business and obtaining new business for the Division's Pest Control operation. They will be responsible also for initial overall supervision of projects acquired. Candidates should possess a valid U.K. driving licence. Remuneration: Basic salary c. SR 54,000 per annum. Commission is also paid.

Benefits include: Free accommodation. Generous annual leave. Free transport. Free return U.K flights. Free medical/accident insurance. Renewable contracts.

For interview please send a detailed C.V. with recent photograph to R. J. Valentine, National Manager, MASA Est., P.O. Box 22026, Riyadh 11495, Saudi Arabia.

HAARMANN & REIMER LTD. one of the world's leading producers of flavours for foodstuffs and tobacco, fragrances and aroma chemicals, require a

# Sales Consultant

**Flavours**

to handle negotiations with major customers which would involve extensive travel within the UK. Applicants should have a degree in Food Technology, preferably with 2-3 years' experience in the development of industrially produced food products.

Enthusiasm, initiative and creativity within a young and dynamic team, combined with the ability to execute regular presentations of H&R Flavours to our customers is expected.

Attractive salary and good company benefits including car, pension scheme and free life assurance. Please write or telephone Mr A. Graefe, Haarmann & Reimer Ltd., P.O. Box 7, Fieldhouse Lane, Marlow, Bucks. SL7 1NA. Telephone Marlow 72051.

Haarmann & Reimer Ltd
H&R

# PA Personnel Services
# PA Advertising

Hyde Park House, 60a Knightsbridge, London SW1X 7LE Tel: 01-235 6060 Telex: 27874
Offices in Birmingham, Manchester, Glasgow, Edinburgh and Aberdeen and throughout Europe, Asia, Australasia and N America

All posts are open to men and women unless otherwise indicated

## Technical and Personnel Opportunities

**United Arab Emirates**

The Abu Dhabi Gas Liquefaction Company is one of the major producers of liquefied gases. Its plant, located on Das Island, is one of the most sophisticated in the Middle East, employs a multinational workforce and has a capacity of over 3 million tonnes per year. Total plant and head office employees number approximately 900.
Applications are now invited for the following Abu Dhabi-based positions.

### Engineering Planning & Budget Superintendent
**c.£31,500–£39,000**

Reporting to the Head of Engineering & Technical Services, the job holder will direct and co-ordinate all engineering planning, and capital and revenue budget preparation. Responsibilities include major overhaul and other scheduled maintenance planning; co-ordination of materials and spares availability for overhaul and maintenance; provision of cost estimating services, and both programme and expenditure monitoring systems.
Candidates should be aged 35 to 40 and qualified to degree level in mechanical engineering.
Qualifications in administrative or management services would be valuable, and candidates must have 10 years' experience in a similar function in an oil refinery or petrochemical environment.
**Ref: TE52/9296/DT.**

### Design Engineer
**c.£23,000–£28,000**

Reporting to the Senior Development Engineer, responsibilities include engineering design work related to a variety of modifications and additions to existing facilities in the LNG plant, in order to improve both process and maintenance efficiency. There will also be involvement in major investment design programmes.
Applicants should be aged over 30, qualified to degree level in mechanical engineering, and must have at least six years' engineering design and development experience involving pipework and process equipment in the oil and petrochemical industry. **Ref: TE52/9298/DT.**

### Senior Personnel Planner
**c.£25,500–£31,000**

In this important personnel role, responsibilities include the development of manpower models and the planning and forecasting of future needs; the provision of professional guidance and co-ordination in the production of manpower and career development plans; and, advice and provisional assessments relating to the job evaluation scheme. Considerable involvement in other projects is also likely.
Applicants, aged 30-45, should be qualified to degree level in an administration or business-related subject, and should have at least eight years' experience in personnel administration and planning work. **Ref: AA52/9297/DT.**
Preference will be given to suitably qualified Arab nationals, but the posts require a fluent command of English, and some spoken Arabic would be desirable.
Conditions include married-status, renewable three-year contracts; tax-free salaries; end-of-contract bonus; 42-48 days' leave (according to grade) per year with return air fares; and educational assistance for school-age children. Air-conditioned accommodation will also be provided, either fully furnished or with a generous furnishing allowance.
Please telephone or write for an application form or send full cv to A E N Buckley, quoting the appropriate reference. Candidate details may be passed direct to ADGAS. PA Personnel Services, 6 Highfield Road, Edgbaston, Birmingham B15 3DJ. Tel: 021-454-5791.

## Retail Management

**packages to £20,000**

UNDERWOOD

Underwoods is one of London's most successful retail groups. Our special approach to retailing, customer service and to merchandising has yielded excellent returns, and we are able to sustain a significant growth rate of new store openings.
This means that we can offer ambitious young retail professionals a way out of traditional slow-moving career paths associated with the more static retail organisations. We are prepared to offer responsibility early, and career progress to larger and busier outlets, in prime locations, can be very rapid.
We would like to talk to retail professionals with at least a year's retail management experience, who relish this challenge. The rewards are a clear match for the best-known retail employers.
If you would like to know more, contact our Personnel Manager, David White MPS on 01-743 7766, or write to him enclosing full cv at Underwoods (Cash Chemists) Limited, White City Industrial Park, Relay Road, Wood Lane, London W12 7SJ.

## Applications Engineers

**Metrology systems**

FERRANTI

The Dalkeith factory of the Industrial and Communications Systems Department has product groups engaged in development and production programmes related to widely different areas of marketing activity.
The Metrology Systems Group leads in the development and production of a complete range of co-ordinate measuring machines. These machines cover all levels of technology from manually operated to complete computer-controlled systems, and are utilised across the entire engineering industry.
Business has considerably expanded and, to support and continue this growth further, vacancies exist for Applications Engineers to be based at the Dalkeith plant. The main duties include customer demonstrations and training, sales support, and development of applications software.
The successful candidates will be educated to HNC level or equivalent, with experience in general engineering practice, a thorough knowledge of engineering drawings, and an understanding of metrology principles. Experience in computer programming at any level will be advantageous.
The preferred age range is 24-35 and applicants must be prepared to travel extensively throughout the United Kingdom and overseas.
The company operates a range of benefits in keeping with its size and status and assistance will be provided, where necessary, with relocation.
Please telephone 031-663 2821 for an application form or write, giving brief personal and career details, to Mr William Ramsay, Senior Personnel Officer, Ferranti plc, Thornybank, Dalkeith, Midlothian EH22 2NG, Scotland.

## Projects Manager

**Clean rooms and sterile areas**
**North-west Surrey**
**to £20,000 + car + benefits**

NEU

This is a challenging opportunity for a talented and ambitious clean-room specialist. After considerable success in Europe, Neu Engineering Limited, the sister company of the Paris-based leaders in this market, now intend to start operations in the UK. Reporting to the Managing Director, the Projects Manager for this exciting new enterprise will have wide-ranging responsibilities. After initial training in Paris, you'll decide which high-tech markets — like electronics, aerospace, pharmaceutical and biotechnology — offer most promise for clean-room innovation. Then, as business develops, you'll head up a project engineering department dedicated to clean-room activity.
You'll be an experienced HVAC engineer, aged between 30 and 40, with an excellent grasp of the UK market. Your several years of experience will include time spent negotiating and carrying out clean-room contracts.
The competitive salary will be backed with a benefits package that includes a company car, profit sharing and pension schemes.
To apply, please send full cv to Miss J Fuller, Neu Engineering Limited, Planet House, Guildford Road, Woking, Surrey GU22 7RL. Tel: Woking (04862) 65161.

## Regional Sales Manager

**for consumer market-leader**
**Southern England**
**c.£15,000 + bonus + car**

Scholl

Scholl (UK), an ambitious and successful marketing-oriented company specialising in the personal-care field, manufactures and sells an expanding range of quality products in the footware, footcare, suncare and proprietary-medicine sectors.
We now seek a Regional Sales Manager to undertake responsibility for the achievement of agreed volume and revenue targets in the southern half of the country. Reporting to the General Sales Manager, you will lead, manage and motivate a substantial field sales force engaged in selling our full product range into the chemist and department store sectors.
Sound business awareness and a proven ability to identify and develop profitable market opportunities will be the key indicators for success in this challenging role, which offers unusual scope for a major personal contribution to the company's overall business development and direction.
Specific requirements include a demonstrable record of achievement in sales training and area sales management — probably gained with a progressive company in FMCG or a closely related field — plus first-class communication skills.
Generous large-company benefits complete the package, and career development prospects within both company and international parent group are excellent.
For further information and an application form, please call Janet MacGregor (Senior Personnel Officer) on 01-253 2030, or write to her, enclosing your detailed cv, at Scholl (UK), 182-204 St John Street, London EC1P 1DH.

## Sales Executive

**Power plant and process industry equipment**
**c.£15,000 + car + benefits**

Founded 20 years ago in N England, this dynamic UK company is a subsidiary of a well-established American corporation with a worldwide turnover of $65m. It supplies a range of precision-engineered control valves and other power products, steam traps and strainers for multiple specialist applications in the power supply, chemical, offshore and shipping industries. Clients include many of the world's largest companies and public utilities.
Now, with profits on the increase and new products under development, the UK company seeks to make further inroads into this substantial market by the appointment of an accomplished sales executive in the important Northern England region.
Reporting to the Managing Director, your brief will be to increase sales through direct negotiation with major customers in the public and private sectors, and to motivate and promote business through the existing distributor network.
Ideally an engineer qualified to HND or BSc level, you must have a sound knowledge of the applications for the company's products, and the ability to convert individual customer requirements into precise product specifications.
Aged 28-45, your experience will include multi-stage selling preferably in the industrial plant/equipment marketplace. A key asset will be your ability to negotiate skilfully with both technical and commercial management.
A substantial salary and benefits package, including relocation assistance where necessary, awaits the right person.

To apply, please send cv or telephone or write for an application form to Kevin Brundrett, **Ref: SSA2/0384/DT, PA Sales Selection,** Hyde Park House, 60a Knightsbridge, London SW1X 7LE. Tel: 01-235 6060 ext 238.

## Profit-Centre Management

**Transport and distribution services**
**Ipswich**
**c.£14,000 + bonus + car**

BRS Southern

BRS Southern, a profitable and highly autonomous subsidiary of the UK's largest transport and distribution organisation, derives an annual turnover of some £55m from a comprehensive range of transport services operated from a network of locations throughout the South-East.
We are currently seeking a suitably qualified transport-industry professional to manage our key branch at Ipswich. This location generates a substantial 7-figure turnover from our full range of activities, including Clearfreight, contract hire, engineering services, truck rental and distribution.
Your objective will be to assume full operational, administrative and commercial accountability for all activities at this branch, and to develop and consolidate the existing business base. Successful performance will result in very good prospects for further advancement within the company.
To apply, you should be a CPC-holder with a demonstrable record of succcess in the hire-and-reward sector of the transport industry. Previous man-management experience (gained in a unionised environment) plus proven business development achievement will be strong further recommendations for this rewarding career opportunity.
Our generous package includes bonus, car, the opportunity to purchase shares in the NFC, and (if appropriate) relocation assistance.
Please apply with concise personal and career details to Mr C D Smith, Personnel Manager, BRS Southern Limited, Station House, Darkes Lane, Potters Bar, Herts EN6 1AL.

## Technical Sales Executives

**Electrical industry**
**Key locations**

H.D. SYMONS

Part of the highly successful, £multimillion Fothergill & Harvey Group, H D Symons is an innovative manufacturer of flexible electrical insulation materials. Our products have a wide variety of applications throughout industry and, following the success of recently-initiated exciting sales and marketing policies, we now need to strengthen our team of technical sales professionals.
High-calibre sales executives are sought for the following important territories:
• The South of England • The Midlands
• Northern England
Your prime objective will be to drive up profitable sales turnover by developing existing contacts and identifying and securing new business throughout your region for our extensive range of products.
Ideally qualified to at least HNC level (or equivalent), you should be totally familiar with the electrical industry and have a proven track record of achievement in sales.
Above all, you should have both the sheer technical ability and flair needed to identify new opportunities for new products.
In return, we'll offer you a highly competitive remuneration package including a company car and the usual big-company benefits.
Write with sufficient details to make an application form unnecessary to: Mr R G Lee, Sales & Marketing Director, H D Symons & Co Ltd, Horace Road, Kingston upon Thames, Surrey KT1 2SN.

**PA consulting group: Management Consulting · Technology · Computers and Telecommunications · Personnel Services**

## MECHANICAL SERVICES ENGINEER

**Loughton, Essex £10,000-£12,500**

The Bank of England is seeking to recruit a Mechanical Services Engineer for its Printing Works The factory is responsible for the production of all Bank of England notes and currently employs some 1,650 staff.

The successful applicant, who will probably be aged 30-35 years, will be responsible for the maintenance, operation and modification of equipment associated with the running of the Printing Works, and preferably will have a background of involvement with process industries and a knowledge of Electrical Services. He/she will have relevant experience of all aspects of H.V.A.C. air conditioning design, specification and supervision of projects. The applicant will hold an appropriate professional qualification; membership of CIBS or the Institute of Plant Engineers will be an advantage.

Starting salary will be according to age, qualifications and experience and is likely to be in the range quoted above. There are excellent fringe benefits, which include a non-contributory pension scheme. Application forms may be obtained by telephoning 01-508 6221 Ext 25 or by writing to:

**The Personnel Manager,**
**Bank of England Printing Works,**
**Langston Road,**
**Loughton,**
**Essex, IG10 3TN**

**BANK OF ENGLAND PRINTING WORKS**

## CONTRACT ENGINEER
### Pre-Commissioning Inspection

British Engine is the Technical Services Division of Royal Insurance (UK) Ltd., one of the country's leading Insurers. Established since 1878, the Company offers a wide range of specialist engineering services to industrial and commercial clients througout the U.K.
We are now seeking additional staff for the pre-commissioning inspection services area of our organisation and are looking for a Chartered Engineer with substantial knowledge and experience of design, construction and testing of a wide range of pressure equipment, including boilers and pressure vessels to British, American and other National Codes.
A working knowledge of project management, man management and Q.A. systems in the above sectors of manufacture would be advantageous.
Your duties will include:-
— Design appraisal
— Specification of inspection programmes
— Technical appraisal of contract compliance
— Direction/Supervision of field staff
The majority of these duties will be performed from our Head Office in Manchester, but some travel will be involved.
For this challenging position, we offer a competitive starting salary, excellent conditions of service and a substantive benefits package.
Applicants should write, including current C.V., to:-
Mr. John Swain, Technical Training Officer, British Engine Insurance Ltd., Longridge House, Manchester M60 4DT.
We are an equal opportunity Company.

BRITISH ENGINE — British Engine

## Maintenance Supervisors
### OFFSHORE OPERATIONS

Our client is heavily committed to activity in the offshore oil industry. Its growth in the North Sea is a real success story and as a company it has outstanding long term potential. It now wishes to expand and strengthen its maintenance supervisory team in view of its programme of planned developments.
As a Maintenance Supervisor you will have responsibility for the management of a multi-disciplined team of technicians. Prime responsibilities are to ensure that all production plant and equipment is maintained to a high standard and that any technical problems with the modern equipment are effectively resolved.
The potential for progression within the company is exceptional and it offers the genuine opportunity to advance your career.
To be a candidate you will have an HNC or equivalent engineering qualification and should have 5 to 7 years of oil/petro-chemical industry maintenance experience including at least two years as a multi-disciplinary supervisor.
The positions carry highly competitive remuneration packages including offshore allowances.
**To apply please write to:-**
**Summit Management Consultants Limited, Cavendish Court, 11/15 Wigmore Street, London W1H 9LB or telephone 01-629 3532.**

SMCL OIL & GAS RECRUITMENT LONDON & HOUSTON

## PRESIDENT OFFICE FURNITURE—
## SALES EXECUTIVES

President Office Furniture is a market leader in the growth industry of office system furniture. This major British Manufacturer, with a turnover in excess of £15m, has opportunities for experienced sales professionals to meet the company's marketing objectives by achievement of sales plans.

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—South

Reporting to the Sales Director, you will have the experience and proven ability to manage the field sales force, and we require two

## SALES EXECUTIVES
—South West England
—South East England

You will be responsible for creating new business. Enthusiasm and the ability to build business relations with a wide range of prospective users are key requirements. We offer an appropriate remuneration package, company car and pension scheme.

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The applicants will be aged 30-38 and able to demonstrate a successful track record in retail sales and management. A flair for visual design and display is also necessary.
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Apply in the first instance to Alyn T. Pearce, LL.B., A.C.A. quoting ref. 85/1393 DT.

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Daniels Bates Partnership, Josephs Well, Hanover Walk, Park Lane, Leeds LS3 1AB. Tel: (0532) 461671 (5 lines 24 hours).

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To meet this challenge, you will be expected to successfully direct and co-ordinate all activities so as to fully exploit the existing manufacturing facilities of the plant. In addition, you will contribute towards identifying present and future market requirements, and make a direct contribution towards future product development to meet changing market needs.
Aged in your mid 30's to mid 40's, ideally you should possess a formal qualification in textile manufacturing, demonstrate a proven track record in production management in tufted carpets, and possess a detailed knowledge of tufted technology. Where appropriate, a re-location package will apply.
Male and female candidates should send a detailed c.v or request an application form on 0625 533364 (24 hours) quoting reference 757/DT.

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davids ISOPON

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We require a Planning Engineer to join our associated company involved in the operation of a major Gulf port.
Reporting to the Engineering Manager he will be responsible for preparing and monitoring the application of planned preventive maintenance schedules to plant, transport, marine craft and the fabric of the port. He will have had several years experience in a similar position in a U.K. or overseas port preferably with a computerised planned maintenance system. He must be formally qualified.
The post offers a salary circa £24000 p.a. tax free and may be of married status. Benefits include fully furnished accommodation, free medical services, car allowance and generous gratuity provisions.
Applicants aged 28 to 38 who meet the above specification should write giving full career details to: Personnel Manager, Gray Mackenzie & Company Limited, 40 St Mary Axe, London EC3A 8EU.

## WANTED: SLIGHTLY USED EXECUTIVES

If you are an able, experienced executive or professional person, yet somehow are not making the most of your potential, perhaps you need a new approach to your career. To learn how 'slightly used' executives have profitably renewed their careers, telephone for a free, confidential appointment — or send us your c.v.

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# Austin Knight Advertising

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## Maintenance and Services Manager

Required to join the management team of a modern department store trading in the busy Brent Cross Shopping Centre in North London.

We are seeking an engineer with management experience who is prepared to head a small team of maintenance staff.

He or she will be responsible for the maintenance and repair of all mechanical, electrical and plumbing services, including the air conditioning and food refrigeration plant. Duties will also include direction and control of outside contractors employed on store alterations, maintenance of lifts, escalators, plant, refrigerators, signs, sprinklers, fire shutters and other fixed equipment.

Attractive salary, superannuation and free life assurance scheme, plus staff discount on purchases within the store.

Candidates in the 30 to 45 age group are invited to write with full details of qualifications and career to date including current salary, addressing your letter to the Managing Director, Fenwick Ltd., Brent Cross Shopping Centre, London NW4 3FN.

Fenwick

## Production Engineers

*Overseas Piston Projects*

*c.£11,000 pa* — *UK Base: Bridgwater, Somerset*

AE plc is a £400M British group of Engineering companies producing high technology components for the international engine industry. The Cylinder Components Sub-Group — Licensing and Joint Ventures is now seeking three Production Engineers (two Machining and one Die Casting) to concentrate on overseas projects.

It is envisaged that about six months per year will be spent on short and long term assignments with overseas subsidiaries and licensees. This is the primary task, requiring a high degree of personal mobility. While overseas the Production Engineers will be accountable to the Director of Licensing and Joint Ventures.

The remainder of the year will be based on Wellworthy Ltd. (a major AE subsidiary) at its high volume, CNC dominated piston plant at Bridgwater, Somerset. While in the UK, the Production Engineers will be accountable to the Operations Director (Pistons) — Wellworthy.

Production Engineers (Machining) should have a minimum of five years experience in volume precision machining including CNC programming, tool setting, gauging and Statistical Process Control.

Production Engineer (Die Casting) should have a minimum of five years experience in aluminium die casting including die design and manufacture, casting machine operation and maintenance, metal melting, heat treatment and metallurgy.

Minimum qualification is an Engineering Apprenticeship with at least HNC or equivalent, preferably Chartered.

The competitive benefits package includes relocation assistance as appropriate.

Interested men and women should write with full cv to: Peter Thorpe, Director of Personnel, Wellworthy Limited, Lymington, Hants SO4 9YE.

AE — WELLWORTHY

Chubb Fire is one of the leading Companies in the fire protection industry. We design, manufacture, install and service fire protection and detection equipment on an International basis. Due to a re-structuring of our Sourcing and Distribution Department, which provides professional support services for the Company, we are looking for experienced men or women for the following vacancies:

## Procurement Officer

Responsibilities will include: negotiating the best possible contracts commensurate with technical and quality specification, ensuring supplier performance, assisting in preparation of tender documents and supplier evaluations.

Applicants should ideally be educated to ONC standard, hold membership of the IPS and have five years' purchasing experience and a proven track record in a disciplined environment. Company car provided.

## Quality Control Engineers

Responsibilities will include: inspection test of materials, compiling quality plans and dossiers and maintenance of quality control records.

One of these appointments calls for travel to supplier premises for which a Company car will be provided.

Applicants for both positions should have five years' proven electrical/mechanical experience in engineering quality control and knowledge of BS 5750. MOD procedures.

These appointments carry a competitive salary and an attractive range of benefits. Although these positions will be based in Feltham, Middlesex, please apply in writing to: D. J. Myland, General Manager — Sourcing & Distribution, Chubb Fire Security Limited, Orchard Lane, East Molesey, Surrey.

Chubb Fire

## Personnel Manager

*West of Scotland*

A major British company requires a Personnel Manager for its science based production facility in the West of Scotland.

The position carries full responsibility for the personnel function, with particular emphasis on communications and consultation, working pattern systems and industrial relations.

The successful candidate, male/female, will be expected to provide day-to-day advice to management and be capable of conceiving and planning the implementation of change which will contribute to site and personnel objectives.

Candidates, aged 30-40, and of graduate level, will need to demonstrate a thorough and professional approach and a record of achievement of objectives. Several years experience in a multi-union production environment is required, plus a sound knowledge of wage and salary payment systems, job grading and employment law.

A competitive salary and a range of benefits is available which reflect the importance of the position, and relocation costs are available if appropriate.

Please write in the first instance, giving brief details of how you believe you meet the above requirements to: Confidential Reply Service, Ref: ASP 9209, Austin Knight Advertising Limited, London W1A 1DS.

Applications are forwarded to the client concerned, therefore companies in which you are not interested should be listed in a covering letter to the Confidential Reply Supervisor.

Austin Knight Advertising — LONDON

## Management Opportunities — Production Engineering — Manufacturing

*Various Levels £10-£15,000* — *Rural Northumberland*

Our client, a U.S. multi-national with brand leadership in the consumer goods sector, is currently investing heavily in a major manufacturing plant.

Rapid growth and promotions due to a positive career development policy have created several challenging opportunities.

Candidates, male or female, must be graduate engineers aged 25-32 with an excellent track record to date gained in a fast moving manufacturing organisation.

An excellent relocation package is available.

For further details and an application form, please contact David Green, Bensons Recruitment, 89 Osborne Road, Jesmond, Newcastle, Tyne & Wear. Tel: 091 2812245.

Interviews will be held at various U.K. locations.

## Process Engineers

Our London based client seeks graduate chemical engineers (male or female) for process design and process systems work in the natural gas, oil refinery and petrochemical fields.

*Senior Process Engineers*

Chartered Chemical Engineers with eight or more years experience in conceptual process design or systems design of natural gas plants, refineries, or oil/gas production facilities.

*Process Engineers*

With three or more years relevant design or operating experience.

Competitive salaries will be offered together with a non-contributory pension scheme and other attractive benefits.

Please send brief details of qualifications and experience, in the first instance to: Confidential Reply Service, Ref: ASP 9207, Austin Knight Advertising Limited, London W1A 1DS.

Applications are forwarded to the client concerned, therefore companies in which you are not interested should be listed in a covering letter to the Confidential Reply Supervisor.

Austin Knight Advertising — LONDON

## Microbiologist

Applied is a highly successful manufacturer and supplier of chemical cleaning processes and equipment for industry and commerce. Our extensive range includes products for the hotel, catering and laundry trades, hospitals, schools, complex industrial plants and water treatment processes.

The Microbiologist is a key member of the product development team and is involved in the evaluation and development of new and improved products, providing advice and support directly to customers.

Ideally, the successful man or woman will have obtained 2/3 years experience in one or more of the above industries, will possess a Degree or HNC in Microbiology and be capable of making a significant contribution towards product development and effective customer service.

We are offering an attractive salary and benefits together with relocation where appropriate.

Candidates interested in furthering their microbiology career within an industrial environment should forward a brief CV to, or obtain an application form from: The Personnel Manager, Applied Chemicals Limited, PO Box 43, Salisbury Road, Uxbridge UB8 2SW. Telephone: 0895 37151.

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# MANAGEMENT OPPORTUNITIES FOR ACCOMPLISHED ENGINEERS

We now have a series of excellent opportunities in the North West and Manchester areas for successful engineers who have the personal qualities required to expand into broader engineering and project management roles. These positions will appeal to graduates, probably aged 26-35, who are accomplished in any of the fields outlined below. Salaries are generally in the £14-16,000 pa area although outstanding applicants will certainly be able to negotiate the overall benefits package.

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Design of process control systems or associated hardware and software, ideally for heavy plant control.

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For a more detailed description of these opportunities please telephone (0785) 43366 (24 hours) or send a CV quoting ref 252. All communications will be handled in confidence and details will not be forwarded to our Clients without prior agreement.

**Engineering Management Selection, FREEPOST, Stafford ST17 4BR**

Engineering Management Selection

SIEMENS

# C.N.C. Sales Engineers

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In these key roles, you will primarily be responsible for selling and supporting our comprehensive range of SINUMERIK numerical controls to OEMs and end users. You will, therefore, need the technical aptitude to understand the systems' application to a wide variety of engineering problems, and the business acumen and communication skills to develop their considerable potential.

Ideally aged 28-40 and probably qualified to HNC level in electrical/electronic engineering, you may well be currently working as an Application/Service Engineer for a Machine Tool builder and seeking your first opportunity to break into sales, or alternatively you may wish to enhance your sales career by joining a world-leader in automation. In either event we wish to hear from you.

Intensive product training will make you an authority in this field. Extensive travel throughout the UK and possibly Europe is envisaged and consequently familiarity with the German language would be advantageous but is by no means essential.

In return, your abilities and efforts will be rewarded by a highly competitive salary and a full range of benefits including a non-contributory pension scheme, free life assurance, subsidised medical schemes and an attractive relocation package in appropriate cases.

**If this is the challenge you are seeking, please telephone or write for an application form to Andrew Fletcher, Deputy Personnel Manager, Siemens Limited, Siemens House, Congleton, Cheshire CW12 1PH. Tel: 0260 278311 ext. 150. Please quote reference number 108/421.**

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AB QUALITY

# Project Manager

## Industrial Automation & Control

At Allen-Bradley, we lead the world in our field of industrial automation — building our reputation on the quality and endurance of our products and a real commitment to back-up services at all levels.

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To find out more, please write to or call our recruitment advisors, T.A.L., 232 Portland Road, London SE25 4SL, telephone 01-656 8323, quoting ref. 1003.

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*London : Amsterdam : Dusseldorf : Goteborg*

Taylor Woodrow International Limited require the following to work in their Mechanical and Electrical Department in West London:

## SENIOR MECHANICAL SERVICES DESIGN ENGINEER

Responsible for all aspects of design of mechanical services for commercial, industrial and residential developments. Duties include the supervision of junior engineers and draughtsmen. You should be a Chartered Engineer, MI Mech.E or MCIBS, aged 30-45, and preferably with Middle East experience. Occasional overseas visits will be required.

## HVAC DESIGN ENGINEER

The successful applicant will be responsible for the design of HVAC services on commercial and residential developments, and the design of pipe services in buildings. Other duties include the supervision of draughtsmen. You should be around 30, and CIBS qualified. Occasional overseas visits will be required.

Please write or telephone for an application form to: Alan Thornley, Taylor Woodrow International Limited, Western Avenue, Ealing, London W5 1EU. Tel: 01-991 3154.

Taylor Woodrow International

# Join the Sales Professionals

We are the UK subsidiary of the internationally respected West German Company, Bizerba-Werke, who manufacture food machinery of exceptional quality. We already have a highly successful sales team but our continued growth has created the need for additional sales personnel.

Opportunities now exist throughout the UK for ambitious and imaginative professionals who can effectively demonstrate and sell our comprehensive product range, which includes weighing, slicing and vacuum packaging equipment to both retail and industrial users. This is a demanding role with exceptional rewards — anticipated earnings are in excess of £15,000 p.a. — but our top salesmen earn considerably more.

We offer a choice of remuneration packages which include an attractive salary plus commission and provide comprehensive training, a company car, expenses, free medical insurance and a pension scheme.

**Interested? Then act now and phone Hemel Hempstead (0442) 40751 for an application form, or alternatively, write with C.V. to Phil Varney, Sales Training Manager, Bizerba (UK) Ltd, Bizerba House, Eastman Centre, Eastman Way, Hemel Hempstead, Herts, HP2 7DU.**

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For further details and an early interview contact the experts now on 01-831 6471/01-242 4266

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SSC

# Export Area Managers

## Northern Europe & Eastern Europe

An international market leader in its field of highly engineered mobile capital equipment, this client company wishes to appoint two further executives to its export function. The team is substantial and the company has an established track record in overseas markets through product quality and performance.

Reporting to the Sales Director and based in the Northern Home Counties, the appointments will involve regular travel on the designated territory, and the development of new business through agents and distributors. The product range is extensive with end users in industry, commerce and the public sectors.

Candidates for the appointments will have a track record in export sales in either a European or Comecon territory and, hopefully, will possess a second European language.

This is not a merchandising role, and the ability to open and to close negotiations, both plant and spares, is a prerequisite. A mature and energetic approach to area management and an empathy with mechanical products, is more important than a top or bottom age limit. And results are paramount.

The benefits are those expected of an international group, and career development will follow performance. The base salary indicator is in the mid teens, but on target earnings are sizeably greater.

Telephone or write to Lynne Crowden, quoting reference 81/441.

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Pantherella FINE ENGLISH SOCKS

# Marketing Director c £25000 + Car

Pantherella is a specialist manufacturer of men's high quality socks selling two thirds of its production worldwide. It is a market leader offering a comprehensive product range which is highly competitive in terms of quality, value and design. The earnings record is good.

Due to retirement the Company now requires an outstanding individual as a Board member to head-up its marketing and sales team. Key responsibilities will include New Product Development, Range Selection, Promotion, Customer Service and the achievement of Sales Budgets.

Aged 30-45, the ideal candidate will have a working knowledge of German and/or French and previous experience in the marketing of quality apparel.

This is an opportunity to join the young management team of a growth company. Applicants should send full career details in complete confidence to Mr. M. A. Oddy, Managing Director, Pantherella plc, Hallaton Street, Leicester LE2 8QY.

هكذا من الاصل

**Sport ::: ON 4 PAGES**

# FINE START BY STEWART AS DIBNAH LEADS

*By MICHAEL WILLIAMS*

CORINNE DIBNAH who, like Greg Norman, is another protégé of the Australian coach Charlie Earp, set a strong pace in the Ford Women's Classic at Woburn yesterday when she had a first round of 70 for a three-stroke lead.

This was five under the fairly generous par of 75, though only five players scored inside it including Gillian Stewart, the triple Scottish amateur champion who shares second place with Kitrina Douglas, the holder, on 73.

Miss Dibnah, 22, and a former Australian amateur champion, is on her second visit to this country. Last year she played in four of the W P G A tournaments and won £800.

This year, with her elder brother as caddie and living out of a Dormobile, she has of necessity, loftier financial ambitions but long hours of tuition from Earp at Royal Queensland, interspersed with chores in "the shop" have had a quick reward.

Altogether the Australian had eight birdies in a temperature that could hardly have reminded her of home and quite the most impressive part of it was her inward half. This she covered in 34, five under the par of 39.

A patchy outward half of 36 that included three bogeys changed very much for the better with birdies at the 10th, 11th and 15th—which is normally the "end of the road" on this course for the women.

## Long putts

But Miss Dibnah still had two more birdies up her sleeve, hitting a remarkable three-iron, low and with fade, from the midst of some trees, close to the flag at the 15th, and then a four-iron to 20ft at the 17th from where she sank not the first of several long putts.

If this was all very impressive so too was Miss Stewart's first appearance on the professional circuit. Her outstanding record es an amateur has led to a good deal of expectation and she certainly came up to scratch.

Indeed Miss Stewart could hardly have had a better start with an outward half of 35 and later four-under-par with three to play before two shots slipped away with fives at both the 16th and 18th.

For nine holes she did not put a foot wrong, other than an awkward second putt here and there, and she has worked so hard on her game at Sotogrande in Spain—some eight hours a day for five weeks — that her swing is already in tune.

Three poor tee-shots cost her strokes at the 11th, 16th and 18th but the length of others was underlined by her needing only seven and eight-irons at the 13th and 15th, both par fives.

Miss Douglas, one of the Scottish international's two partners, also had a 73 that was another model of her usual consistency. She had three birdies and only one bogey—the result of three putts from not very far at the fourth.

## Lee Smith back

Jenny Lee Smith had a 74 in her first competitive round of golf for five months, falling back into the groove as if she had never been away while Dale Reid, the leading money-winner last year, was one of those on 75, level par.

Miss Reid was runner-up in the British Open on the same course last October but she confessed to being very lacking in motivation and at one point during the winter had been on the point of giving up the game.

The death of her father, who had introduced her to the sport late last year, may have had something to do with this lost incentive bus her mother and elder sister have encouraged—if not bullied—her into continuing and but for a double bogey and a bogey in the last three holes she would have been even better placed.

1st rd leaders: 70—C. Dibnah (Australia).
73—G. Stewart, K. Douglas.
74—J. Lee Smith, B. New.
75—C. Panton, D. Reid, R. Comstock (US), V. Marvin.
76—F. Daina (Italy), J. Statham, J. Lawrence, G. Teschner, Y. Edahiro (Japan).
77—J. Brown, A. Nicholas, S. Moon (US), J. Soulsby, D. Dowling, S. Strudwick.
78—B. Huke, J. Forrest, C. Sharp, C. Friend (US), C. Langford, M. Thomson, M. McDougall (US), A. Sipponen (Finland) P. Grice.
79—B. Soozer (US), J. Smurthwaite, D. Heinicke (US), K. Lunn (Australia).

LEICS & RUTLAND WOMEN'S CH'SHIP (Birstall). — Semi-finals: L. Brumby (Leics) bt V. Davis (Longcliffe) 4 & 3; A. Walters (Cosby) bt D. Harris (Kibworth) 4 & 3.

Dale Reid . . . almost gave up during the winter.

**Free Scorebook for Golfers**

The sixth edition of the Daily Telegraph Golfers Scorebook is now ready. It is available only by post. Please send a stamped, addressed envelope for your copy to:
The Daily Telegraph Golfers Scorebook:
London, WC99 9ST
—and not, please not, to the Sports Department.
The scorebook contains an extra supply of scorecards this year, a chart to plot your exact handicap, tips by Brian Barnes, 1985 prospects and fixtures, and news of county and junior golf competitions sponsored by the Daily Telegraph.

## STEPHENSON TO PLAY IN PARIS

Jan Stephenson, the Australian golf star, is a surprising entry for the first Hennessy Cognac Ladies Cup at St Cloud, Paris, on May 8-11.

Miss Stephenson, 33, one of the leading lights of the United States L P G A tour, is among a field of 85 for the 72-hole strokeplay event.

WOMEN'S MATCHPLAY COUNTY CH'SHIP (King's Lynn).—Semi-finals: Mrs M. Whybrow bt D. Fidler at 19th; H. Yeomans bt N. Wayte 5 & 3; Mrs J. Johnson bt Mrs N. Clarke 4 & 3; Mrs P. Carrick bt Mrs J. Preece 2 up.

# Ballesteros seeks next title in Europe

*By RICHARD JAMES in Milan*

SEVERIANO BALLESTEROS' ambition to become Europe's champion of champions is behind his surprise appearance in the £87,000 Italian Open which begins at Molinetto on the outskirts of Milan today.

The Spanish star, who has won around £135,000 on the American circuit in four months, has opted to play in Italy instead of entering the £325,000 Tournament of Champions in California.

So he has to beat more than 140 players instead of fewer than 40 to get his hands on a modest £14,500 first prize, and on a course whose immaturity looks like presenting all kinds of headaches.

The explanation, apart from the usual generous financial inducements, lies in Ballesteros' unquenchable thirst for European Open titles. He has won eight of them and wants the other two — three if you count the European Open itself.

## No jetlag yet

Already in the bag are the British, French, Dutch, Swiss, Scandinavian, German, Spanish and Irish crowns. The Italian and Portuguese are the two he has yet to claim.

Ballesteros, who picked up around £25,000 for winning only one hole in a televised "skins" match in Sydney last week against Jack Nicklaus, Tom Watson and the winner Greg Norman — four skins and some £120,000 — made a 34-hour journey back to Europe.

He stopped off in America to see his girlfriend, who is at college in Boston, yet within an hour of touching down at nearby Linate Airport was playing 18 holes and insists: "I don't feel any jetlag—yet."

He philosophically accepts that the setting for his latest title attempt is a far cry from the manicured lawns of Augusta but points out: "In Europe things are different—you must adjust."

## Tough opposition

Also having to adjust on their 1985 European debuts in Milan are Britons Sandy Lyle, the defending champion, and Nick Faldo, both of whom have earned a little under £40,000 on the American tour.

Faldo has returned in similar circumstances in past years to triumph in Europe, but Lyle admits to having "lost a little concentration" after playing 12 U.S. events in the past 15 weeks.

The three stars face tough opposition from in-form Europeans such as Manuel Pinero, of Spain, the winner in Madrid on Sunday, and Britain's Sam Torrance, who finished a single stroke short of a play-off with him and Josemaria Canizares.

Women's Golf

# Thornhill is supreme

*By ELIZABETH PRICE*

JILL THORNHILL, winner in 1963 and 1964, won the South Eastern Championship, sponsored by Moben Kitchens, for the third time at Temple with 148, two over par.

Two young players tied on 151. Susan Moorcroft (Thorndon Park), with an afternoon round of 74, took second place from Allyson Saunders (Stoneham), who had a 77.

Mrs Thornhill had an uneventful morning round with 16 pars, one one over par and a birdie. Her putting was good throughout the day and she three-putted only once, at the fourth in the afternoon.

## Good short pitches

Starting at the 13th she chipped in at the 16th to go one under for the day. Four pars followed and then she lost her touch and dropped three shots in three holes, but at the last she again nearly holed her chip.

Her short pitches were good but from 60 yards she was not too accurate and her driving left a little to be desired.

"But I can see a light at the end of the tunnel and hope to get it right for the English in three weeks' time. I have been concentrating on my putting and it has paid off."

Golf is a game of what might have been and Miss Moorcraft could have won had she putted better or if she had not dropped two shots in the last three holes.

Miss Saunders could have done better, too, but dropped shots at the beginning of the afternoon five in the first four holes, then completed the round in par.

146—Mrs J. Thornhill (Walton Heath) 73, 75.
151—S. Moorcraft (Thorndon Pk) 77, 74; A. Saunders (Stoneham) 74, 77.
153—K. Mitchell (Worthing) 77, 76; Mrs A. Yziall (Berks) 75, 78; Mrs J. Nicolson (Worpleston) 74, 79.
154—M. Stebbing (Ryl Ascot) 75, 79.
155—Mrs S. Barber (Thorndon Pk) 82, 73; N. McCormack (Porters Pk) 79, 76; Mrs W. Wooldridge (Wentworth) 78, 77.

MARTINI NAT CLUB BETTER-BALL CH'SHIP REG Q'FIER (Long Ashton, Bristol).—66—G. Bristow & B. Close (Painswick).

LAWN TENNIS

HOUSTON WOMEN'S T'MENT.—1st rd: E. Burgin bt E. Inoue (Japan) 4-6, 6-4, 6-3; M-L. Piatek bt M. Groat (Canada) 2-6, 6-2, 6-1; E. Okagawa (Japan) bt P. Casale 7-6, 6-1, 6-3; S. Rehe bt T. Phelps 6-4, 7-6. 2nd rd: M. Maleeva (Bulgaria) bt M. Yanagi (Japan) 6-3, 6-1; Z. Garrison bt D. Spence 6-4, 6-1.

TARANTO WOMEN'S GP Q'FYING T'MENT.—Semi-finals: C. Nozzoli (Italy) bt I. Cueto (W Germany) 6-2, 6-4; L. Golarsa (Italy) bt N. Herreman (France) 7-5, 0-6, 6-3.

Lawn Tennis

# ALLGARDH SHOCK FOR YOUL

*By BILL EDWARDS*

SIMON YOUL'S hold on the L T A spring lawn tennis circuit received a severe setback at Sutton yesterday. He suffered his first defeat of the three weeks when he was beaten 6-3, 7-6 by Christer Allgardh, 17, of West Germany.

The Australian, winner of the first two tournaments, at the Cumberland and Queen's Clubs, West Kensington, started badly, losing the first four games, and never got into the swing of things.

He had the chance to get out of trouble with two points for the second set, but both were missed and he lost out on a 10-points tie break.

Remarkably the match lasted two hours 11 minutes, having several deuce games as well as many long rallies. It is the first time in the series that Allgardh has progressed beyond the second round.

## More consistent

The result enhanced the prospects of Jeremy Bates, who played with greater confidence to dismiss Marco Bellini, of Italy, 6-2, 6-2. There were slight lapses of concentration but in the main he was more consistent, particularly with his well-placed ground shots.

He is now concerned with today's quarter-final with Mark Kratzman, of Australia, who was hard-pressed to beat Leighton Alfred, of Wales, 5-7, 6-4, 6-2.

Kratzman, world junior champion, looked in real trouble when Alfred led by a set and 4-2 only to become too tight and lose much of his earlier efficiency. Kratzman was content to play the match from the baseline.

Robin Drysdale, 32, by far the oldest competitor, beat Peter Johnston, of Australia, 6-3, 6-4, while Michael Walker, a qualifier from Wales, reached the last eight with a 6-4, 6-3 win over Mark Blincow.

MEN'S SINGLES.—1st Rd.: M. Baroch (Australia) bt C. Emery (Surrey) 6-4, 4-6, 9-7. 2nd Rd.: C. Allgardh (Sweden) bt S. Youl (Australia) 6-3, 7-6; M. Walker (Wales) bt M. Blincow (Northants) 6-4, 6-3; R. Drysdale (Essex) bt P. Johnston (Australia) 6-3, 6-4; M. Kratzman (Australia) bt L. Alfred (Wales) 5-7, 6-4, 6-2.

Baroch bt M. Christensen (Denmark) 6-3, 3-6, 7-5; P. Lundgren (Sweden) bt C. Clarke (Bucks) 6-1, 6-1; J. Bates (Surrey) bt M. Bellini (Italy) 6-2, 6-2; P. Flynn (Australia) bt N. Fulwood (Derbys) 6-0, 6-2.

WOMEN'S SINGLES.—1st Rd.: X. Li (China) bt K. Schimper (S. Africa) 6-4, 6-2. 2nd Rd.: K. Brasher (Surrey) bt J. Tacon (Norfolk) 6-2, 7-5; J. Louis (Devon) bt K. Karlsson (Sweden) 3-6, 7-6, 6-0; E. Reinach (S. Africa) bt A. Bjork (Sweden) 6-2, 6-2; M. Lundquist (Sweden) bt B. Fulco (Argentina) 6-4, 6-0.

K. Okamoto (Japan) bt D. Moisr (Rumania) 6-7, 6-0, 6-3; L. Gracie (Lancs) bt S. Reeves (Kent) 3-6, 6-0, 8-7; R. Olsson (Sweden) bt S. Amiarest (Sweden) 6-1, 6-1; X. Li bt A. Karlsson (Sweden) 6-1, 6-1.

LAS VEGAS T'MENT.—1st rd: V. Van Patten bt A. Krickstein 7-5, 1-6, 6-3; J. Arias bt P. Cash (Australia) 1-6, 6-3, 7-6; T. Smid (Czech) bt Ramesh Krishnan (India) 6-7, 6-2, 6-1; J. Fitzgerald (Australia) bt Y. Noah (France) 5-7, 6-4, 6-4; J. Kriek (S. Africa) bt J. Sadri 7-5, 6-1; P. Annacone bt B. Gilbert 6-3, 6-3.

# Jarryd defeated by qualifier

*By JOHN PARSONS in Hamburg*

ROBERTO ARGUELLO, 21, a qualifier from the Argentine, ruined what was expected to be a record-breaking day for Swedish tennis at the West German Open in Hamburg yesterday by upsetting third seeded Anders Jarryd.

With Mats Wilander, Henrik Sundstrom, Joakin Nystrom and Jan Gunnarsson, already through, a win for Jarryd would have meant five Swedish players in the last 16 of a Super Series tournament for the first time.

In his first outdoor match on European clay since he won in Hilversum last July, Jarryd, now sixth in the world, compared with his opponent's modest 115th placing, clearly lacked inspiration and, one suspects, interest once he had lost the first set on a tiebreak and he was beaten 7-6, 6-2.

Arguello, an interesting character who serves left-handed, hits doubled-handed ground strokes on both flanks and employs a great deal of slice and spin, took full advantage of the chances he was offered by Jarryd, who kept his track suit trousers on throughout.

## Weather problem

Both top-sseded Wilander and fourth-seeded Nystrom found it difficult in the early stages of their matches in chilly, windy and occasionally damp weather, to come to terms with conditions which sorely challenged their patience and concentration.

Wilander trailed Switzerland's Czechoslovakian exile, Jakob Hlasek, 3-5. "I have big trouble with the wind: it was really upsetting," he said, although he then rallied impressively by taking 15 of the next 16 points to transform the match.

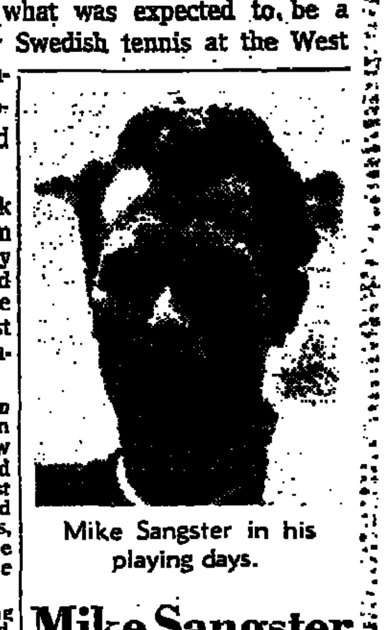
Nystrom comes from one of Sweden's most northerly towns, not too far from the Arctic Circle, but even he said he had never played in such cold as well as windswept conditions as those which prevailed during his 4-6, 6-3, 6-3 victory over Peru's Pablo Arraya.

## Cheeky shots

Arraya scored well in the opening set with cheeky shots, which fitted his renowned personality, but a spate of loose backhands at the start of the second et helped Nystrom, still glowing fro mhis Dallas victory over John McEnroe, to recover.

SECOND ROUND

M. Wilander (Sweden) bt J. Hlasek (Switzerland) 7-5, 6-4; A. Gomez (Ecuador) bt M. Ostoja (Yugoslavia) 6-2, 6-3; J. Nystrom (Sweden) bt P. Arraya (Peru) 4-6, 6-3, 6-3; M. Mecir (Czechoslovakia) bt S. Glickstein (Israel) 6-1, 6-2; J. Gunnarsson (Sweden) bt S. Birner (Czechoslovakia) 6-3, 6-3; H. Sundstrom (Sweden) bt S. Simonsson (Sweden) 4-6, 6-3, 6-2; G. Vilas (Argentina) bt T. Wilkison (Australia) 6-2, 4-6, 6-1; F. Luna (Spain) bt C. Lewis (N. Zealand) 6-?, 6-0; R. Arguello (Argentina) bt A. Jarryd (Sweden) 7-6, 6-2.



Mike Sangster in his playing days.

# Mike Sangster dies at 44

*By LANCE TINGAY*

The death of Mike Sangster at the age of 44 has shocked the lawn tennis world. Among men he was the most effective British player of post-war years.

He built the game on a very fast, heavy service and every player in the world dreaded it. I remember Rod Laver retreating to the stop netting in his attempts to tame it at Forest Hills, New York.

It was in 1961, his finest year, when he reached the last four both at Wimbledon and in the U.S. Nationals. He was also a semi-finalist in the French championships in 1963.

In the same year his muscle helped the British Davis Cup side win the European zone with a memorable victory against Sweden at Wimbledon and Sangster had taken 11 consecutive Davis Cup rubbers in four ties.

In eight seasons he played 65 rubbers in 26 ties, more than any British man. He won 43, a total surpassed in Britain only by Fred Perry.

He was something of a loner but with his upright figure, quiet and forceful personality, he gave British lawn tennis an impressive image. He chose the game after abandoning the claims of soccer, having debated about joining Torquay United as an apprentice.

On retirement he became prominent in Devon as a sports goods retailer. Sport was Sangster's life and if he had to have so untimely a death, the golf course was not an inappropriate setting.

Other obituaries—P16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**Quoting Ref. JEP/1.**



## DIRECTOR OF ENGINEERING

The Independent Broadcasting Authority seeks applicants from men and women for appointment as successor to its present Director of Engineering who is retiring in the early part of 1986.

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FURTHER ANNOUNCEMENTS APPEAR TODAY ON PAGES 8, 9, 10, 11, 12, 13, 14 & 15

Walter Swinburn leaves the Jockey Club yesterday.

# *Swinburn's ban lets in Piggott*

RIDING plans for Saturday's General Accident 2,000 Guineas have taken a round of musical chairs involving Lester Piggott, Willie Carson, Shadeed and Bairn following a 21-day suspension for Shadeed's intended jockey Walter Swinburn, writes **Hotspur**.

Piggott, who transferred allegiance from last season's top two-year-old Kala Dancer to Bairn 12 days ago, has now switched again to the odds-on Shadeed.

Bairn, second favourite since Piggott rode him to an impressive Greenham Stakes win at Newbury, has become Willie Carson's mount.

Local Suitor's disappointing reappearance race against Shadeed made John Dunlop hopeful that Carson would be free to ride Elisio. Dunlop is now seeking another jockey.

The Jockey Club disciplinary stewards gave Swinburn a 21-day suspension after the Epsom stewards had reported him for reckless riding on Lord Grundy last Wednesday.

### Severe sentence

Swinburn's suspension is effective from this morning until May 25. The racing professionals with whom I have discussed his case all agree with me that the sentence seems very severe.

Not only will Swinburn forgo good chances of winning the Guineas classics on Shadeed and Dafayna, but he will also miss major meetings at Chester, Lingfield, York and Newbury.

Since his two infringements for over-zealous riding in the summer of 1981, Swinburn's record has been good and he is not the first jockey who has landed in trouble on the difficult Epsom course.

Swinburn's case yesterday took an hour and threequarters. The disciplinary stewards, sitting again, fined Henry Cecil £2,000 under a breach of rules that involved the terms of Lester Piggott's riding agreement when he was Cecil's first jockey.

The disciplinary stewards, headed by Sir William Dugdale, considered these terms had not been fully disclosed to the authorities, but Cecil's fine was below the £3,000 maximum.

**●Walter Swinburn later abandoned an attempt in the High Court to challenge the ban, on the grounds that the stewards failed to give reasons for their decision and that this was contrary to the rules of natural justice.**

**His application was adjourned and then withdrawn after Mr Justice Kennedy had indicated that he did not think it stood much chance of success.**

*From Newmarket*

## CECIL IN LINE FOR TREBLE

**By Our Resident Correspondent**

Oh So Sharp has completed her preparation for today's General Accident 1,000 Guineas at Newmarket in excellent style and Henry Cecil's unbeaten filly is napped for the season's first classic.

Cecil could also be successful with Eagling in the May Stakes and the improving Slip Anchor in the Heathorn Stakes.

NEWMARKET.—2.0, Eagling; 2.30, Nicoridge; 3.0, Slip Anchor; 3.40, Oh So Sharp (nap); 4.15, Idolized; 4.50, Water Cannon.

## BOND SUSPENDED

Alan Bond was suspended for four days (May 10-13) for careless riding in the Hazell Lodge Stakes (won by 16-1 shot Argyll Major), at Catterick Bridge yesterday on Silent Game, who was disqualified from third place. Earlier Bond was successful on Examination.

## TODAY'S COURSE SPECIALISTS

**NEWMARKET**

Course winners.—3.40 (1m): Al Bahathri (6f), Bella Colora (6f), Kashi Lagoon (7f), Oh So Sharp (7f). 4.15 (6f): Vorvados (6f twice), Wiki Wiki Wheels (7f twice), Kathred (6f twice), Sylvan Barnum (6f). 4.30 (2m): 4.50 Rhusted (1m 6f), Insular (1m 6f), Popsi's Joy (1m 6f, 2m twice, 2m 24yd), Jamesmead (1½m), Jackdaw (2m 24yd).

Jockeys (since March 1980).—Piggott 115, Cauthen 51, P. Eddery 50, Carson 47, Ives 40, Swinburn 38, Mercer 37, Baxter 36, Starkey 35, Raymond 27.

Trainers.—Cecil 85, Stoute 51, Harwood 43, Hobbs 37, Hills 32, Hinsley 31, O'Gorman 25, Hern 23, Cumani 22, Pritchard-Gordon 21, Brittain 21.

**HEREFORD**

Course winners.—2.45 (2m hdle), No Fluke (2m hdle), Northern Halo (2m hdle). 3.55 (3m 1f 'ch): Bright Oasis (2m hdle, 3m 1f 'ch), Haybale (3m 1f 'ch), Native Break (2½m 'ch), [illegible] 4.25 (3m 1f hdle), Rodney Parade (2m 'ch, 2½m hdle, 3m 1f hdle). 4.55 (2½m 'ch), Kandacombe (2m hdle).

Jockeys (since August 1979).—Morshead 19, Scudamore 17, [illegible] 11, H. Davies 10, Hyett 9, [illegible] 9, Webber 9, Dunwoody 8, [illegible] 7, Webb 7, Mr P. Webber 7.

Trainers.—Kennard 14, Mrs M. Rimell 12, Mrs W. Sykes 11, Bishop 9, Nicholson 9, [illegible] 9, Bailey 8, Gandolfo 8, Edwards 7, Mrs D. Tucker 7, Yardley 7.

# OH SO SHARP IS NAPPED FOR 1,000 GUINEAS

*By HOTSPUR (Peter Scott)*

STEVE CAUTHEN has made a flying start to his first season as stable jockey for Henry Cecil. Oh So Sharp, who carries their hopes in today's General Accident 1,000 Guineas, can retain her unbeaten record against a strong international field.

Oh So Sharp gained important two-year-old victories in the Solario Stakes and Hoover Fillies' Mile. Reappearing in Newmarket's Nell Gwyn Stakes a fortnight ago, she defeated another leading 1,000 Guineas hope Bella Colora by a length.

The Nell Gwyn Stakes has proved an especially good trial in recent years, attracting four of the last six 1,000 Guineas winners.

Fairy Footsteps and One in a Million, two of them, were trained by Cecil who expressed full satisfaction with Oh So Sharp's Nell Gwyn performance.

Some of the filly's admirers had hoped for a more spectacular display, but Cecil and Cauthen both maintained that Oh So Sharp ran lazily and could have found plenty more.

Bella Colora, in any case, is no mean opponent, having won the Waterford Candelabra Stakes at Goodwood last August. She and the unbeaten Dafayna provide a strong double challenge from Michael Stoute's stable.

Dafayna has not yet encountered top-class opposition but I was impressed by the way she overcame difficulties to win the Salisbury 1,000 Guineas Trial Stakes last month.

Walter Swinburn, with the choice of mounts, would have ridden Dafayna but for his suspension.

Lester Piggott, booked last month for Bella Colora, has not changed rides in this instance. Greville Starkey, Dafayna's replacement jockey, won the 1978 Oaks and Irish Oaks for Stoute on Fair Salinia.

### Soft going preference

Oh So Sharp (nap) is well suited by dry ground but Triptych and Antartica, two of the leading overseas hopes, have shown their best form on soft going.

Triptych was French-trained when she won the valuable Prix Marcel Boussac at Longchamp last October. She was transferred to David O'Brien's Tipperary stable two months later and won her reappearance race at Phoenix Park.

Triptych, with Saturday's 2,000 Guineas and the following day's French 1,000 Guineas as alternatives, was not finally committed to a 1,000 Guineas challenge until yesterday.

Aviance, her stable-companion, has long been an intended 1,000 Guineas runner. This fast filly has not run since August. O'Brien considered the adverse spring weather could have meant that she took more harm than benefit from an early-season trial.

Vilikaia, the second French challenger, beat her compatriot Antartica by a neck at Maisons Laffitte last month, but that race was slowly-run and Antartica proved much superior last autumn.

Al Bahathri's recent Newbury defeat by Top Socialite was a little disappointing even granted that luck went against her. Top Socialite is reckoned inferior to Dafayna and Bella Colora who could fill the places behind Oh So Sharp.

Esquire looks the pick of several Derby entries in the Heathorn Stakes. He has the measure of Slip Anchor and Gay Captain on their running against Les Arcs at Newmarket two weeks ago.

## TODAY'S NEWMARKET SELECTIONS

| HOTSPUR | COURSE CORR. | FORM |
|---|---|---|
| 2. 0—Eagling | | 2. 0—EAGLING (nap) |
| 2.30—Lucky Ring | 2.30—Nicoridge | 2.30—Lucky Ring |
| 3. 0—Esquire | 3. 0—Slip Anchor | 3. 0—Slip Anchor |
| 3.40—OH SO SHARP (nap) Places Dafayna and Bella Colora | 3.40—TRIPTYCH (nap) | 3.40—Oh So Sharp Places: Bellacolora and Triptych |
| 4.15—Maazi | 4.15—Brig Chop | 4.15—Fungalore |
| 4.50—Insular | | 4.50—Rhusted |

HOTSPUR'S DOUBLE.—Lucky Ring and Oh So Sharp
NEWMARKET NAP.—Oh So Sharp (3.40)
TONY STAFFORD.—Ypsilantis (3.0)

*Course Notes & Hints*

## TRYPTYCH IS BEST OF THE DAY

**By Our Course Correspondent**

TRIPTYCH*, rated the top two-year-old filly in Europe last season, can confirm that position in the General Accident 1,000 Guineas (3.40) at Newmarket today.

She ended 1984 with a four-length victory over Silvermine at Longchamp, and then joined the Derby-winning stable of David O'Brien in Ireland.

Triptych reappeared at Phoenix Park 12 days ago, and at long odds-on won more easily than the threequarter-length margin over Burning Issue might indicate. Unbeaten Oh So Sharp and Bella Colora may follow her home.

Henry Cecil, who trains Oh So Sharp, may be successful with **Slip Anchor** in the Heathorn Stakes (3.0). Slip Anchor is fancied to reverse a neck defeat by Esquire here recently, on 2lb better terms.

**Nicoridge**, who made late headway to take fourth place on his seasonal debut, may be better suited by today's longer trip in the Hastings Maiden Stakes (2.30), and the lightly raced **Brig Chop** is preferred to Fun Galore in the Bretby Handicap (4.15).

Brig Chop showed steady improvement throughout last season. He completed his campaign with a clever neck victory at Kempton Park over five furlongs.

**STATE OF GOING**

Advance official going for tomorrow's meetings. Newmarket: "good to firm"; Carlisle: "good to soft"; Plumpton: "firm"; Taunton: "hard."

**HOTSPUR'S "TWELVE"**

None of the horses listed in Hotspur's Twelve to Follow (Flat and NH) is engaged today.

Oh So Sharp (Steve Cauthen). Hotspur's nap for today's General Accident 1,000 Guineas.

# Big-race runners

**3.40 (Jackpot Prefix 4): GENERAL ACCIDENT 1,000 GUINEAS STAKES 3-Y-O Fillies Penalty Value £85,647 1m (18 declared).**

1 01115-2 **AL BAHATHRI**, ch f Blushing Groom—Chain Store, (BF) (Hamdan Al-Maktoum) (Royal blue, white epaulets, striped cap), H. Thomson Jones, 9-0 ..... A. Murray 14
2 151-2 **ANTARTICA**, ch f Arctic Tern—Madame Clawed, (D) (M. E. Palmier) (Dark blue blouson, white seam, white cap), P. Biancone, France, 9-0 ..... E. Legrix 7
3 11—**AVIANCE**, ch f Northfields—Minnie Hawk, (R. Sangster) (Emerald green, royal blue sleeves, white cap, green spots), D. O'Brien, Ireland, 9-0 ..... C. Roche 8
4 11-2 **BELLA COLORA**, ch f Bellypha—Reprocolour, (Helena Springfield Ltd) (Black; white spots on body, white cap), M. Stoute, 9-0 ..... L. Piggott 18
5 2402-10 **CHARGE ALONG**, ch f Don—Belaying Pin, (D. McIntyre) (Royal blue, white epaulets and star on cap), J. Winter, 9-0 ..... T. Ives 4
6 11-1 **DAFAYNA**, b f Habitat—Dumba, (H. H. Aga Khan) (Green, red epaulets), M. Stoute, 9-0 ..... G. Starkey 1
7 100-2 **DEVON DEFENDER**, br f Home Guard—Plymouth Sound, (A. J. Bingley Ltd) (White, light green sash, hooped sleeves, quartered cap), D. Elsworth, 9-0 ..... B. Rouse 3
9 10310-0 **GLORY OF HERA**, b f Formidable—As Blessed, (Capt. M. Eemos) (Royal blue: white hoop on body, striped cap), C. Brittain, 9-0 ..... G. Baxter 15
10 5310- **HILLY**, ch f Town Crier—Alpine Damsel, (Ld Tavistock) (Purple and white stripes, black velvet cap gold tassel), C. Nelson, 9-0 ..... J. Mercer 11
11 51- **KASHI LAGOON**, b or br f Ile de Bourbon—Fenella, (C) (R. Tikkoo) (Lemon, dark blue diamond and sleeves), B. Hanbury, 9-0 ..... B. Raymond 2
12 04211-3 **MERLE**, b f Gunner B—Tamerlaste, (J. Adam) (Royal blue and scarlet diamonds, striped sleeves, scarlet cap), R. Sheather, 9-0 ..... P. Cook 5
13 111-1 **OH SO SHARP**, ch f Kris—Oh So Fair, (C) (D) (Sheikh Mohammed) (Maroon, white sleeves, and star on cap), H. Cecil, 9-0 ..... S. Cauthen 10
15 1-10 **QUE SYMPATICA**, b f Young Generation—High Finale, (Mrs A. Muinos) (Yellow, green diamond on body and cap), R. Boss, 9-0 ..... M. Miller 13
16 0044-31 **QUIET THOUGHTS**, ch f Thatching—Fleet Serenade, (Mrs E. Cafolla) (Emerald green, orange stripe, green and white striped cap), M. Grassick, Ireland, 9-0 ..... D. Parnell 6
17 0115-1 **STELLA GRANDE**, ch f Record Token—Grove Star, (D. McIntyre) (Royal blue, white epaulets and star on cap), R. Sheather, 9-0 ..... R. Cochrane 17
18 121-1 **TRIPTYCH**, b f Riverman—Trillion, (D) (A. Clore) (Light blue, blue and mauve halved sleeves), D. O'Brien, Ireland, 9-0 ..... P. Eddery 9
19 11415- **ULLA LAING**, br f Mummy's Pet—Goosie Gantlet, (A. Boon) (Purple, grey sleeves), B. Hills, 9-0 R. Hills 16
20 212-1 **VILIKAIA**, ch f Nureyev—Baracala, (D) (R. Sangster) (Emerald green, royal blue sleeves, white cap, green spots), Mrs C. Head, France, 9-0 ..... F. Head 12

1984: Pebbles 9-0 P. Robinson 8-1 C. Brittain 15 ran.

## DAILY TELEGRAPH BETTING FORECAST

| | | |
|---|---|---|
| 7-4 Oh So Sharp | 10-1 Vilikaia | 50-1 Glory of Hera |
| 5-1 Dafayna | 14-1 Al Bahathri | 50-1 Merle |
| 5-1 Triptych | 33-1 Devon Defender | 50-1 Que Sympatica |
| 6-1 Bella Colora | 40-1 Kashi Lagoon | 50-1 Hilly |
| 7-1 Aviance | 40-1 Stella Grande | 66-1 Quiet Thoughts |
| 10-1 Antartica | 40-1 Ulla Laing | 66-1 Charge Along |

FORM GUIDE.—Aviance beat Well Related (gave 5lb) placed 3rd by 3l at Phoenix Park (6f) Aug 11 (good to firm going). Dafayna beat Devon Defender (rec 4lb) by sh hd at Salisbury (7f) Apl 13 (heavy). Kashi Lagoon beat Charge Along (level) by 3l over the course (7f) Oct 19 with Ulla Laing (gave 5lb) a further sh hd 3rd (good). Oh So Sharp beat Bella Colora (level) by 1l over the course (7f) Apl 18 with Que Sympatica (rec 5lb) a further 4½l 5th and Charge Along (rec 5lb) 7th of 8 (good). Stella Grande beat Dubian (level) by hd at Epsom (1m 110y) Apl 23 (good). Triptych beat Burning Issue (rec 5lb) by ¾l at Phoenix Park (7f) Apl 20 (soft). Vilikaia beat Antartica (level) by nk at Maisons Laffitte (7f) Apl 9 (heavy). Al Bahathri was beaten hd by Top Socialite (level) at Newbury (7f 60y) Apl 19 with Merle (level) a further 1½l 3rd (good). Glory of Hera was 9th of 11 to Over the Ocean (gave 2lb) over the course (7f) Apl 17 (good). Quiet Thoughts beat Wolverstar (level) by 1½l at The Curragh (7f) Apl 27 (good). Al Bahathri beat Gracesa Mapna (rec 4lb) by 1l at Ascot (6f) Jul 28 with Hilly (gave 5lb) a further 3½l 5th (good to firm).

OH SO SHARP may confirm Apl 18 form with Bella Colora. Triptych forecast alternative.

# Rest of the Newmarket card and draw

STEWARDS: Mr J. Hambro, Lord Westbury, Lord Halifax, Mr A. Macdonald-Buchanan

**Racecard numbers shown on left. Figures before oblique stroke refer to pre-1984 form and before hyphen to 1984 form. Apprentices' allowance in brackets. C—course winner. D—distance. BF—beaten favourite. BL—blinkered. Draw for places on right.**

**EFFECT OF DRAW: Low numbers slightly favoured in sprints**

**Advance Official Going: GOOD TO FIRM**

JACKPOT MEETING

**2.0 (Jackpot Prefix 1): MAY STAKES 3-Y-O Penalty Value £3,457 1m 1f (9 declared)**

2 215 NASIB (BL) (BF) (A. Salman), W. O'Gorman, 8-13 T. Ives 5
5 312-0 PRINCESS CARIOLE (A. Aldnali), G. Huffer, 8-8 M. Miller 2
6 CORRIDOR KEY (Sheikh Mohammed), L. Cumani, 8-7 R. Guest 9
7 3-2 EAGLING (Lady H. de Walden), H. Cecil 8-7 S. Cauthen 3
8 0 FREEDOM'S CHOICE (O. Phipps) J. Dunlop, 8-7 W. Carson 4
10 000002- KAMPGLOW (R. Dounhi) D. Thom 8-7 G. Starkey 7
12 PERKIN WARBECK (Sheikh Mohammed), L. Cumani, 8-7 L. Piggott 6
14 3- SLANEY (K. Abdulla), J. Tree, 8-7 P. Eddery 8
15 0 THAMES ISLAND (T. Hamilton) C. Brittain, 8-7 P. Robinson 1

S.P. FORECAST: 7-4 Eagling, 3 Slaney, 9-2 Nasib, 6 Perkin Warbeck, 10 Freedom's Choice, 12 Princess Cariole, 16 others.

1984: No corresponding race.

FORM GUIDE.—Lucky Ring was beaten nk, sh hd when 3rd to Batave (rec 5lb) (1m) April 20 with Thames Island (level) not in first 9 of 26 (good going). Nasib was beaten 10l when 3rd to Gundreda (rec 3lb) at Nottingham (1m 50y) April 8 (heavy). Kampglow was beaten 1l by October (level) at Lingfield (7f) Oct 29 (heavy). Slaney was beaten 2½l when 4th (placed 3rd) to Northern River (level) at Newbury (1m) Sept 21 (good). Freedom's Choice was not in first 11 of 25 to Miller's Mate (level) over the course (1m) April 17 (good). Princess Cariole was beaten 9¼l when 5th to Que Sympatica (level) at Kempton (1m) April 6 (good to soft).

EAGLING may go one better. Slaney the danger.

## TV (CHANNEL 4): 2.30, 3.0, 3.40 and 4.15.

**2.30 (Prefix 2): HASTINGS MAIDEN STAKES 3-Y-O £3,795 1m (16)**

1 000-0 ALL IS REVEALED (BL) (Mrs I. Norman), D. Thom, 9-0 G. Baxter 9
2 BIG REEF (Mrs V. Gaucci del Bono), J. Dunlop, 9-0 B. Rouse 11
3 0 CHICLET (P. Goulandris), P. Walwyn, 9-0 ..... J. Mercer 15
5 FISH 'N' CHIPS (Dr M. Boffa), L. Cumani, 9-0 ... R. Guest 7
6 FRAX (P. de Bouri), L. Cumani, 9-0 ..... L. Piggott 16
7 042- GANARO (Mal. P. Nessi), D. Ringer, 9-0 ..... P. D'Arcy 12
8 GRAND PAVOIS (D. Wildenstein), H. Cecil, 9-0 S. Cauthen 5
9 324-20 ICE ATTACK (M. Fustok), P. Cole, 9-0 ..... T. Quinn 13
11 2-3 LUCKY RING (Sir M. Sobell), W. Hern, 9-0 ... W. Carson 6
12 00-4 NICORIDGE (E. Moller), G. Wragg, 9-0 ..... P. Eddery 14
13 0- POWER CHORD (E. Kronfeld), W. Hastings-Bass, 9-0 R. Lines 1
14 44- REDREED (Lady Beaverbrook), M. Jarvis, 9-0 ... B. Raymond 4
15 0 SIYAH KALEM (Dana Stud Ltd), J. Dunlop, 9-0 ... T. Ives 2
17 WHAT A MOSS (S. Hasi), R. Armstrong, 9-0 ... P. Robinson 10
19 3- KRISTANA (B. Hamoud), G. Huffer, 8-11 ..... G. Carter 8
20 0 NIGEL'S STAR (V. Coomaraswamy), P. Haslam, 8-11 T. Williams 3

S.P. FORECAST: 11-4 Lucky Ring, 4 Nicoridge, 9-2 Grand Pavois, 6 Frax, 3 Ice Attack, 10 Big Reef, 12 Kristana, Redreed, 20 others.

1984: Kachan 9-0 A. Clark 8-1 G. Harwood, 20 ran.

FORM GUIDE.—Lucky Ring was beaten nk, sh hd when 3rd to Batave (rec. 5lb) over the course (6f) April 16 (good). Nicoridge was beaten 4½l when 4th to Dianlphard (level) over the course (7f) April 18 (good). Ice Attack was beaten 9½l when 8th of 9 to Les Arcs (level) over the course (1m 1f) April 18 (good). Ganaro was beaten 8l by Bollin Knight (gave 5lb) at Catterick (7f) Oct 20 (good to soft). Kristana was beaten 4½l when 3rd to Lap of Honour (rec 7lb) over the course (6f) July 21 (good). Redreed was beaten 13½l when 4th to Foulaad (level) at Ascot (6f) Sept 27 (good to firm). Chiclet was beaten 17½l when 11th to Miller's Mate (level) over the course & dist. April 17 with Siyah Kalem (level) and Nigel's Star (rec 3lb) not in first 11 of 25 (good). All Is Revealed was last of 11 to Four for Uncle (level) at Kempton (1¼m) April 6 (good to soft).

LUCKY RING may beat Nicoridge.

**3.0 (Prefix 3): HEATHORN STAKES 3-Y-O Colts £8,484 1¼m (6)**

1 024121- MAC'S REEF (M. Georgel), M. Ryan, 9-2 ... P. Robinson 4
2 1-0 GAY CAPTAIN (Sir M. Sobell), W. Hern, 8-10 ... W. Carson 3
3 41-3 SLIP ANCHOR (Ld H de Walden), H. Cecil, 8-10 S. Cauthen 1
6 2-2 ESQUIRE (K. Abdulla), B. Hills, 8-5 ..... M. Hills 2
7 0-4 FLYING SAUCER (J. Haverhals), J. Dunlop, 8-5 ... P. Eddery 5
8 24 YPSILANTIS (Capt. M. Lemos), C. Brittain, 8-5 G. Baxter 6

S.P. FORECAST: 15-8 Esquire, 9-4 Slip Anchor, 9-2 Flying Saucer, 8 Gay Captain, 10 Mac's Reef, 12 Ypsilantis.

1984: Claude Monet 8-10 S. Cauthen 7-4F H. Cecil 8 ran.

FORM GUIDE.—Esquire was beaten 1½l by Les Arcs (level) over the course (1m 1f) April 18 with Slip Anchor (gave 7lb) a further nk 3rd and Gay Captain (gave 7lb) a further 4½l 5th (good). Mac's Reef beat Old Bailey (level) by nk at Goodwood (1m) Oct. 1 (good). Flying Saucer was beaten 11¾l when 4th to Rockmartin (level) at Newbury (1m) April 20 (good). Ypsilantis was beaten 10l when 4th to Sharamanpa (level) at Newbury (1m 30 April 19 (good).

SLIP ANCHOR may reverse April 18 form with Esquire.

**4.15 (Prefix 5): BRETBY HANDICAP £5,608 6f (15)**

2 02'0500- IDOLIZED (D) (N. Blyth), L. Cumani, 4 9-12 ... L. Piggott 8
3 0000-20 VORVADOS (CD) (Miss F. Gallichan), M. Haynes, 8 9-12 S. Cauthen 7
5 4021- BRIG CHOP (Sheikh Mohammed), J. Czechanowski, 4 9-4 G. Baxter 6
6 400500- WIKI WIKI WHEELS (C) (D) (P. Savill), R. Sheather, 5 9-5 P. Eddery 2
7 202204- MAAZI (D) (F. Salman), P. Cole, 4 8-11 ... T. Quinn 9
9 2210-00 KATHRED (CD) (G. A. Farndon Eng Co Ltd), R. Hollinshead, 7 8-10 ..... R. Lappin (7) 8
10 00000-0 SYLVAN BARNUM (BL) (D) (O. Johnson), P. Mitchell, 4 8-8 G. Duffield 3
11 003000- ASSWAN (D) (Sultan Adham), J. Hindley, 5 8-6 ... M. Hills 10
12 100000- CANIF (D) (Mrs W. Sole), M. Ryan, 4 8-5 ... P. Robinson 15
13 051-252 BATONI (D) (BF) (Lt-Col R. Warden), M. H. Easterby, 6 8-5 M. Birch 12
16 0000-04 NUMISMATIST (D) (A. Sofronlou), M. Salman, 6 8-0 R. Street 4
17 00030-2 FUN GALORE (BL) (D) (Holdens Caravan Park), R. Akehurst, 4 8-0 ..... W. Carson 11
19 03-3040 CAMPS HEATH (A. Whiteside), F. Durr, 4 7-7 W. Woods (5) 1

S.P. FORECAST: 3-2 Fun Galore, 7-2 Idolized, 9-2 Batoni, 6 Brig Chop, 8 Vorvados, 10 Numismatist, 12 Canif, 20 others.

1984: Korypheos 5 7-8 W. Ryan, 7-1 P. Mitchell, 7 ran.

FORM GUIDE.—Fun Galore was beaten sh hd by Alakh (gave 19lb) at Kempton (6f) Apl 12 with Numismatist (level) a further 3½l 5th (heavy). Batoni was beaten 2l by Plaxtex (rec 9lb) at Thirsk (6f) Apl 26 (good). Brig Chop beat Happy Nun (rec 3lb) by nk at Kempton (5f) Sep 8 (good to firm). Idolized was beaten about 4½l when last of 8 to Precio (gave 8lb) at Newbury (7f 60y) Aug 17 (good). Vorvados was beaten 8¾l when 6th to Grey Desire (level) over the course and dist Apl 17 (good). Wiki Wiki Wheels was beaten 6½l when 7th to Royal Trooper (rec 18lb) at York (7f) Sep 5 with Numismatist (rec 16lb) a further hd 8th (good). Camps Heath was beaten 5½l when 6th to Barnet Heir (gave 3lb) at Epsom (5f) Apl 24 (good). Maazi was beaten 6¾l when 4th to Shmulreekh (gave 3lb) over the course (7f) Oct 6 (good to soft). Canif was 11th of 30 to Lairowda (rec 13lb) at Lingfield (7f 140y) Oct. 19 (soft).

FUN GALORE is on a handy mark. Batoni the danger.

**4.50 (Prefix 6): MARCH HANDICAP £4,570 2m (8)**

1 24134-1 RHUSTED (C) (A. Shead), B. Hills, 4 9-18 (4lb ex) ..... S. Cauthen 6
2 03240-3 INSULAR (C) (The Queen), I. Balding, 5 9-10 P. Eddery 8
3 022110- WATER CANNON (D) (F. Lee), J. Hindley, 4 9-9 M. Hills 4
4 5040-22 POPSI'S JOY (CD) (V. M. Lawson), M. Haynes, 10 9-4 P. Cook 2
5 02311-0 JAMESMEAD (C) (BF) (D. Allen), D. Elsworth, 4 9-7 B. Rouse 3
6 4000-40 JACKDAW (D) (J. Bigg), R. Hollinshead, 5 8-5 ... T. Ives 5
7 020-000 KEYOPS (BL) (K. Al-Said), N. Callaghan, 4 8-1 W. Carson 7
8 001-004 BEAKER (D) (G. Lowe), M. Naughton, 5 7-7 S. Dawson (3) 1

S.P. FORECAST: 11-8 Rhusted, 5-2 Insular, 5 Popsi's Joy, 9 Jamesmead, 10 Water Cannon, 12 Jackdaw, 20 others.

1984: Prince of Peace 4 9-2 L. Piggott 11-8F H. Cecil 8 ran.

FORM GUIDE.—Rhusted beat Ladechra (gave 5lb) by 5l over the course (1¾m) Apl 16 with Keyops (rec 22lb) a further 2l 5th (good). Popsi's Joy was beaten 1½l by Aldo King (rec 9lb) at Newbury (2m) Apl 19 with Jamesmead (rec 2lb) a further 1½l 9th (good), previously Popsi's Joy was beaten 1½l by Floyd (rec 22lb) at Kempton (2m) Apl 6 with Insular (gave 8lb) a further 3l 3rd (good to soft), earlier Popsi's Joy was beaten 7¾l when 4th to Tom Sharp (gave 14lb) over the course (2¼m) Oct 20 with Water Cannon (rec 2lb) a further 13½l 11th and Jackdaw (rec 4lb) not in first 12 of 26 (good). Beaker was beaten 19½l when 4th to Meadowbrook (rec 6lb) at Pontefract (2m 1f 24y) Apl 24 (good), previously was beaten 14½l when 5th to Meadowbrook (gave 16lb) at Haydock (2m 28y) Apl 6 with Jackdaw (gave 14lb) last of 8 (soft).

RHUSTED may follow up. Popsi's Joy next best.

# Longboat is spur for Hern

By MARLBOROUGH (John Oaksey)

THE Mono Sagaro Stakes at Ascot yesterday produced perhaps the most welcome and popular result of the new Flat racing season when Longboat beat Gildoran and Spicy Story to give Dick Hern his first winner of 1985.

It is just three weeks since the Major was discharged from hospital at Stoke Mandeville. Though still only recovering slowly from the paralysing effects of his foxhunting fall just before Christmas, he is very much back in full charge of the West Ilsley stable.

Thanks to a specially-converted four-wheel drive vehicle, he goes up on the downs two or three times a week for work-days and, according to assistant trainer Ian Cocks sees the horses go out every morning.

He knows every single two-year-old already," Cocks says—and that with more than 50 to recognise is some achievement.

Willie Carson did not, in the end, have to use his full strength on Longboat. But it has to be admitted that—as I suspect Dick Hern will have detected from his television screen—Mr Dick Hollingsworth's good four-year-old was almost certainly a lucky winner.

Pat Eddery does not lose many races he should win, but here he made a comprehensive mess of things on Spicy Story and ended up zig-zagging vainly from outside to inside and back again.

Spicy Story still only failed by two rapidly-disappearing necks and as his rider admitted to Ian Balding, "should have won by at least three lengths."

There are, of course, no penalties for that brand of "careless riding."

Unlike Henry Cecil and Lester Piggott, Walter Swinburn came on to Ascot after his session with the disciplinary committee. Two furlongs out in the Autobar Stakes many in the crowd were longing to cheer him home on Ma Petite Jolie — if only as a gesture of sympathy for what seems to many of us a savage and quite unnecessarily severe penalty.

If you get three weeks for that, what on earth are they going to do when someone commits a serious offence?

A West Ilsley double looked on the cards when Carson brought Trojan Prince to challenge the supposedly faint-hearted Vertige two furlongs out in the White Rose Stakes.

But Vertige, who had led from the start, turned out both willing and able. He ran on strongly to give Henry Cecil some consolation for an expensive morning at Portman Square and provided Steve Cauthen with a 25th birthday winner.

Unfortunately, by contrast, Lester Piggott's car developed 'flu en route to Ascot, so he missed a winning ride on Purchasepaperchase.

A high draw was almost certainly an advantage in the Autobar Victoria Cup but Tremblant won with so much in hand that 24 out of 24 was hardly needed.

# WINCANTON CARD & RIDERS

| HOTSPUR | FORM |
|---|---|
| 5.45—Cradle of Jazz | 5.45—He's A Tramp |
| 6.15—Falkland Palace | 6.15—Falkland Palace |
| 6.45—Gratification | 6.45—Gratification |
| 7.15—Jack Ramsey | 7.15—Jayess |
| 7.45—Chasm | 7.45—Chasm |
| 8.15—Rainbow Lady | 8.15—Isom Dart |

Advance official going: FIRM

**5.45: WHITSBURY NOVICES' HURDLE Penalty Value £1,059, 2m (23 declared)**

1 1F100 The Liquidator (D), M. Pipe, 5 11-12 P. Leach
3 0-10244 Cradle of Jazz, J. Old, 5 11-5 G. Bradley
6 22P1 He's A Tramp, Mrs E. Kennard, 5 11-5 A. Gorman
8 13003R Pridden Jimmy, T. Hallett, 6 11-5 B. Wright
10 00014 Stevasa (CD), D. Barons, 6 11-5 P. Scudamore
13 F00 Alpine Air, J. H. Baker, 5 10-12 J. H. Davies
17 0PP0-PP Boy Piper (BL), L. Kennard, 6 10-12 B. Powell
19 0 Celtic Crackle, P. Cundell, 5 10-12 P. Barton
23 042404 Dragon Palace (BL), D. Elsworth, 7 10-12 C. Brown
25 02-0800 Gary Shaw, K. Bishop, 5 10-12 P. Richards
31 FPFP03 Jimmy Flint, R. Dunn, 9 10-12 Mr N. Dunn (4)
32 PT04 Kalkur, O. Carter, 6 10-12 —
35 0-0 Lanlash (BL), T. Baldwin, 6 10-12 J. Lovejoy
37 0-0P0 Noble Blade, S. Christian, 6 10-12 W. Newton (4)
39 8 Pop Ahead, W. McKenzie-Coles, 7 10-12 R. Hoare
41 P Solar Grass, S. May, 10 10-12 S. May
42 Stucker Hill, A. Leighton, 5 10-12 C. Smith
45 P05F0- Tournament Leader, D. Marks, 5 10-12 J. Nolan
49 40-PB0 Cherry Side, Lady Herries, 5 10-7 M. Kinane
51 P0 Easter Rose, N. Mitchell, 6 10-7 C. Cox (7)
53 0040- Sun Owen, N. Henderson, 9 10-7 J. Ricketts (7)
56 0/023-40 Singing Trooper, N. Mitchell, 6 10-7 —
57 00P0 Wild Queen, W. Fisher, 5 10-7 ... K. Mooney

S.P. FORECAST: 11-4 The Liquidator, 7-2 He's A Tramp, 4 Cradle Of Jazz, 6 Stevasa, 8 Dragon Palace, 10 Pridden Jimmy, 12 Jimmy Flint, 14 others.

**6.15: BLACKMORE VALE HANDICAP 'CHASE £1,725 2m 5f (7)**

3 321B04 Run To Me (C), N. Mitchell, 10 11-7 Mrs E. Mitchell
4 105431 Falkland Palace (C), D. Gandolfo, 8 11-6 P. Barton
5 50001P- Silversmith (C) (D), R. Hodges, 12 11-3 R. Linley
7 0P40P0 Water Rock (C), J. Thorne, 10 11-0 P. Dever
8 12-PPPP Under-Rated, R. Holder, 7 10-12 P. Richards
10 320004 Romany Count, W. R. Williams, 13 10-6 Mr T. Grantham (7)
14 444350 Oserria, T. Bulgin, 11 10-0 ... J. Lovejoy

S.P. FORECAST: 7-4 Falkland Palace, 5-2 Run To Me, 5 Oserria, 7 Silversmith, 8 Water Rock, 12 Romany Count, 20 Under-Rated.

**6.45: PETER JOLIFFE (BOOKMAKER) LTD NOVICES' 'CHASE £1,385 3m 1f (10)**

6 443P14 Gratification, F. Winter, 8 11-13 B. de Haan
10 0000F/0- Salford, R. Hards, 8 11-6 ... K. Mooney
11 P Beauvale, N. Gaselee, 6 11-6 V. McKevitt
12 P00044- Black Rod, N. Mitchell, 8 11-6 ..... —
15 44P5R4 Laurel Hill (BL), I. Dudgeon, 8 11-6 M. Richards
16 0P-P000 Mr Mullen, W. McKenzie-Coles, 8 11-6 R. Hoare
17 003020 Quite Hot (BL), N. Ayliffe, 6 11-6 M. Ayliffe
18 —035PP0 Runwick Prospect, Miss L. Bower, 9 11-6 M. Kinane
21 45-PPPP Son of Quiver, W. G. Turner, 8 11-6 A. Geering (4)
22 0000/F0 Yander Boy, J. Thorne, 7 11-6 P. Dever

Black Rod non-runner, states trainer.

S.P. FORECAST: 4-7 Gratification, 5 Laurel Hill, 7 Quite Hot, 8 Runwick Prospect, 10 Beauvale, 20 others.

**7.15: JAMBOREE HANDICAP HURDLE £1,035 2m (20)**

3 104001 Anything Else (D), J. Fox, 4 11-12 (5lb ex) S. Moore
5 111-01 Jack Ramsey (D), F. Walwyn, 5 11-9 (5lb ex) K. Mooney
6 002001 Jayess (D), Mrs J. Pitman, 6 11-6 (5lb ex) M. Pitman (4)
7 3131-00 Lord Chanticleer, M. Pipe, 5 11-4 P. Leach
10 F0-220F Kassak (D), D. Elsworth, 9 11-3 R. Arnott (4)
11 122314 In A Nutshell (D), J. Jenkins, 4 11-0 J. O'Neill
13 01023 Ni Hsch, S. Pattemore, 4 10-13 H. Davies
17 0PP20-0 Loan Charge (CD), J. Berry, 9 10-12 T. Gibson (7)
19 5-43P3F Fer-Kil, B. Forsey, 9 10-11 P. Croucher (4)
20 000000 Lucky Mistake (D), R. Hodges, 8 10-10 S. Earle (4)
23 140300- Rivers Lad, G. Balding, 7 10-10 B. Reilly
25 12/P-0P0 Shallot Boy (D), N. Mitchell, 7 10-9 R. Dunwoody
24 PP4123 Bickleigh Bridge (CD), J. D. Roberts, 11 10-9 Mr L. Harvey (7)
27 25/2000 Rhinestone Cowboy, A. Madwar, 6 10-5 R. Goldstein
28 400000 Appiante (CD), R. Armytage, 10 10-4 Mr M. Armytage (7)
29 000040 Indian Major, Miss P. Barnes, 8 10-2 M. Bastard
30 3000P4 Pip (D), R. Stevens, 5 10-2 J. H. Davies
33 330212-00 Pepperwood (BL) (D), L. Kennard, 5 10-0 B. Powell
36 010000 Getting Plenty (D), F. Gorman, 6 10-0 R. Dennis (4)
37 3-FPP00 Only A Fool, T. Keenor, 6 10-0 R. Williams

S.P. FORECAST: 7-2 Jack Ramsey, 4 Anything Else, 5 Jayess, 6 In A Nutshell, 8 Kassak, 10 Lord Chanticleer.

**7.45: FONTHILL NOVICES' HANDICAP 'CHASE £960 2m (14)**

1 3-U2211 Chasm, F. Walwyn, 6 12-2 (6lb ex) R. Posey (4)
9 0/1214-P No Sweat, I. Old, 6 10-5 Mr F. Whettam
10 3301PP Lochran (D) Mrs J. Pitman, 6 10-3 R. de Haas
11 P0-0032 Deep Ridge, Mrs M. Rimell, 7 10-3 R. Linley
12 2P03F3 Spanish God, C. Popham, 10 10-3 Mr L. Harvey (7)
13 F3P34P Rockfield Boy (CD), J. Jenkins, 8 10-0 J. O'Neill
14 013-3205 Soleroff (BL), J. Thorne, 7 10-0 P. Dever
16 3PCC0P Brownthorn, T. Bulgin, 9 10-0 J. Lovejoy
17 00E000 Black Earl, I. Wardle, 5 10-0 R. Rowe
18 003200 Golnso, R. L. Brown, 6 10-0 J. Brown (7)
19 00P0P0 Dolbeare Lass, Miss P. Neal, 7 10-0 R. Hoare
20 000/0P0 Vulgan's Honor, O. O'Neill, 7 10-0 A. Webb
23 0PP Langton Cross, N. Mitchell, 8 10-0 B. Powell
25 0P-FPP4 Funky Angel, Mrs E. Harden, 9 10-0 Philip Hobbs

S.P. FORECAST: Evens Chasm, 7-2 Deep Ridge, 5 Rockfield Boy, 7 Loch Run, 8 Spanish God, 10 Soleroff.

**8.15: ROCKBOURNE NOVICES' HANDICAP HURDLE £975 2¾m (25)**

3 000-304 Harbour Master, F. Walwyn, 6 11-10 K. Mooney
4 121443 Rainbow Lady (C), M. Pipe, 4 11-9 P. Leach
7 410000 Kiba Bora, J. D. Roberts, 6 11-7 N. Fearn (7)
8 002032 Bryma, R. Palling, 5 11-5 ... A. Griffiths
11 014303 Isom Dart, T. Hallett, 6 11-2 B. Wright
16 040F0 Golden Delicious, D. Barons, 5 11-0 H. Davies
30 00/F-040 Ray Prosser, Mrs K. Wallace, 8 10-13 Jessica Wallace (4)
32 P/30PP3 Vick The Busker, M. McCourt, 8 10-10 G. McCourt
36 030F00 Benmore (BL), Mrs J. Pitman, 5 10-8 M. Pitman (4)
27 000-P0C Bishop's Blaize, P. Cundell, 6 10-7 P. Barton
29 02-000 Piglet, S. Christian, 6 10-5 W. Newton (4)
30 P00F0P Prince Buskins, F. Gorman, 10 10-5 B. Powell
31 0PF3 Davidstown, D. Gandolfo, 7 10-5 P. Scudamore
32 443000 Wordsworth, D. A. Wilson 5 10-4 R. Arnott (4)
35 2/0 Little Anthem, N. Henderson, 5 10-4 J. White
36 343050 Coombe Spirit, J. H. Baker, 5 10-3 C. Brown
37 300000 Chronicle Lady, I. Wardle, 4 10-1 Michelle Sherren
39 0UPP0 Nicola Louise, Mrs J. Pitman, 5 10-0 M. Bowlby (7)
40 F00-0P0 El Cito, N. Mitchell, 8 10-0 R. Dunwoody
42 20000 Penny's Colours, D. Barons, 5 10-0 J. Frost
45 0000F0 Oystons Windmill, P. Oliver, 6 10-0 —
47 FF00PR Crossman, N. Mitchell, 7 10-0 —
48 0/PPP00 Fading Dawn, O. Henley, 8 10-0 R. Goldstein

S.P. FORECAST: 5-2 Rainbow Lady, 7-2 Isom Dart, 4 Harbour Master, 6 Vick The Busker, 8 Bryma, 12 others.

# Hereford fields and riding plans

| HOTSPUR | FORM |
|---|---|
| 2.15—Trouvere | 2.15—April Prince |
| 2.45—Solar Light | 2.45—My Aisling |
| 3.20—Deep Moppet | 3.20—Hope End |
| 3.55—Usurping | 3.55—Usurping |
| 4.25—Monmouth | 4.25—Bardsey |
| 4.55—Jack of all Trades | 4.55—Jack of all Trades |
| 5.25—Kilreelig | 5.25—Kilreelig |
| 5.55—Hasty Gamble | 5.55—Hasty Gamble |

Advance official going: FIRM

**2.15: DINMORE NOVICES' HURDLE 4-Y-O Penalty Value £565 2½m (11 declared)**

2 030001 April Prince, F. Winter, 11-7 ... J. Duggan
3 42100 Hieronymous, M. Pipe, 11-7 ... P. Leach
4 104000 Major Mark, W. G. Turner, 11-7 A. Jones (4)
8 0214 Trouvere, Mrs J. Pitman, 11-7 M. Pitman (4)
10 2210 Working-Pearl (D), J. P. Smith, 11-2 N. Fearn (7)
11 000 Die In The Sky, Miss B. Sanders, 11-0 R. G. Hughes
14 000000 Haddak, R. Palling, 11-0 ..... A. Griffiths
15 02 Mandown Lad, J. Thomas, 11-0 C. Warren (7)
21 00040F Average, L. Kennard, 10-9 ... S. Shilston
23 00 Fool's Pleasure, K. Bailey, 10-9 S. Morshead
25 000 Maintown (BL), D. Wintle, 10-9 ... R. Hyett

S.P. FORECAST: 11-4 Hieronymous, 3 April Prince, 4 Trouvere, 6 Working-Pearl, 8 Mandown Lad, 10 Average.

**2.45: HOLMER SELLING HURDLE £740 2m (22)**

1 510000 No Fluke (CD), F. Yardley, 5 11-7 ..... —
2 002P00 Bahrain Pearls (D), W. Perrin, 5 11-7 M. Bowlby (7)
3 10100 Northern Halo (CD), E. Jordan, 4 11-0 R. Hyett
5 00 Dreadnought, J. Carden, 5 10-12 Mr J. Carden
7 0P0P0P Guard The Fort (BL), Mrs C. Seymour, 5 10-12 ... N. Coleman (4)
8 0034-0P Le Baron Rouge, B. Charnley, 5 10-12 J. McLaughlin
9 00P200 Miss Black Glama (BL), P. Rodford, 5 10-12 C. Gray
10 0P- Saddam, Miss A. King, 5 10-12 W. Worthington (7)
11 432200 Solar Light (BF), F. Yardley, 5 10-12 S. J. O'Neill
12 410004 Some Moor, R. Hodges, 5 10-12 S. Earle (4)
13 00P Sunny Reef, L. Barratt, 5 10-12 ... R. Crank
14 FF3130 Undeb (D), D. Burchell, 5 10-12 S. Davies (7)
15 P21030 Mac's Or Mine (D), D. Wintle, 4 10-10 Mr J. Wintle (7)
17 F-4009P Pernoic, J. Dalton, 5 10-7 ... J. Suthern
18 P0 Rockefillee, A. Aylett, 5 10-7 ..... G. Jones
19 P0 Will Be Wanton, R. Dale, 5 10-7 ... T. Wall
20 0014 Belleking (BF), R. Frost, 4 10-5 ... J. Frost
24 FF0000 Music My Son, J. Bradley, 4 10-5 B. Powell
25 00P00 Stockaino, Mrs M. Bevan, 4 10-5 C. Smith
26 000000 Video Lad, B. Preece, 4 10-5 R. Stronge
29 405003 My Aisling (BF), M. Pipe, 4 10-0 P. Leach
30 November Evening, G. Price, 4 10-0 S. Morshead

No Fluke non-runner, states trainer.

S.P. FORECAST: 3 My Aisling, 4 Solar Light, 5 Northern Halo, 6 Belleking, 8 Undeb, 10 Mac's Or Mine.

**3.20: JOHN JONES NOVICES' HANDICAP 'CHASE £1,807 2½m (8)**

8 0P40PF Squire Trelawny, D. Barons, 8 11-7 H. Davies
9 245400 Deep Moppet (BL), D. Gandolfo, 7 11-6 R. Earnshaw
11 20F430 Bolt The Gate, D. Williams, 6 10-12 S. Shilston
13 5-PPP05 Beaconside, J. Brooks, 7 10-9 Philip Hobbs
14 P0010P Tallyrand (BF), A. James, 6 10-9 G. Jones
15 400031 Hope End, R. Brazington, 7 10-9 (10lb ex) C. Jones
21 49P00F Rough Estimate, V. Bishop, 8 10-0 Peter Hobbs
23 000/0-0P Wayward Kate, Mrs C. Richards, 6 10-0 P. Warner

S.P. FORECAST: 2 Deep Moppet, 3 Hope End, 9-2 Tallyrand, 5 Bolt The Gate, 8 Beaconside, 10 Squire Trelawny, 12 others.

**3.55: CANON PYON HANDICAP 'CHASE £1,777 3m 1f (8)**

2 1F4PF0 King Or Country, D. Barons, 14 11-7 H. Davies
4 31043P Bright Oasis (BL) (C), K. Bailey, 9 11-2 P. Croucher (4)
7 0-P4FF1 Usurping, F. Winter, 7 10-10 (7lb ex) B. de Haan
8 U-05050 Haybale (CD), J. Spearing, 11 10-9 J. Suthern
10 4004FP Native Break (C), Mrs W. Sykes, 9 10-4 S. Morshead
11 0320F2 Netherbridge, D. Gandolfo, 7 10-3 R. Earnshaw
13 0-24P00 John Silver, D. Wintle, 8 10-0 R. Hyett
14 5P-P000 Cwmyreithin (CD), V. Bishop, 9 10-0 Peter Hobbs

S.P. FORECAST: 7-4 Usurping, 3 Netherbridge, 5 Bright Oasis, 15-2 King Or Country, 8 Haybale, 10 Native Break.

**4.25: MAY HILL LONG DISTANCE HANDICAP HURDLE £1,511 3m 1f (17)**

4 23120 Monmouth, T. Caldwell, 7 11-7 P. Caldwell (7)
5 P00143 Bardsey (BF), R. Hollinshead, 5 11-7 J. O'Neill
11 280030 Free Choice, M. Oliver, 7 10-11 R. Dunwoody
12 0P-P014 Wil-Tot (BL) J. Norton, 8 10-10 G. Martin (7)
13 044FFF Falkland Conqueror, G. Kindersley, 7 10-10 —
17 FU4455 Petrocelli, R. Jackes, 7 10-8 G. Williams (4)
18 40F344 Prince's Drive, R. Palling, 7 10-7 A. Griffiths
20 00F313 Blackboosh, J. Bosley, 6 10-6 ... A. Sharpe
21 P00000 Rodney Parade (CD), Mrs R. Waring, 10 10-6 ... George Knight
22 2FP4P0 Upham Kelly (D), D. Gandolfo, 6 10-6 R. Earnshaw
25 030-000 Woodland Generator (D), P. Pritchard, 6 10-5 ... C. Mann
27 300P00 Dial Direct, R. Palling, 8 10-2 C. Seward
29 00-BF02 Polly Toodle, R. Hodges, 13 10-1 S. Earle (4)
32 1410P0 Princess Hecate, P. Davis, 10 10-0 Miss G. Davis (7)
33 43U0FP Hill Green, R. Francis, 9 10-0 C. Cowley (7)
36 0P0/P00- Mr Juicy, Mrs V. Teal, 9 10-0 M. Williams
37 42-00P0 Major Symphony, D. Tucker, 7 10-0 S. McNeill

S.P. FORECAST: 3 Bardsey, 4 Monmouth, 5 Falkland Conqueror, 15-2 Wil-Tot, 8 Free Choice, Prince's Drive, 10 Blackboosh, 12 Petrocelli, 16 others.

**4.55: BROCKHAMPTON HUNTERS' 'CHASE (Div. I) (Amateur Riders) £1,055 2½m (13)**

6 U1-1322 Jack Of All Trades, J. Delahooke, 9 12-7 A. Hill (7)
7 2-31233 Rusty (D), R. Weaving, 9 12-7 J. Wrathall (7)
9 00000-P Battalion, D. Powell, 7 12-0 ... T. Jones (7)
10 20P04/0- Senator, Mrs J. Moule, 12 12-0 A. Marklew (7)
11 000-FPP Easter Tide, M. McGuirk, 14 12-0 M. McGuirk (7)
14 P00/32-4 Forbidden Fruit, D. Smyly, 15 12-0 G. Smyly (7)
17 P20P-04 Lord John, P. Newton, 9 12-0 N. Morris (7)
18 00000/ Marshall Niel, Mrs E. Pawson, 12 12-0 Mrs E. Pawson (7)
23 00P00-P Paddy's Wish, J. Eaton, 13 12-0 N. Oliver (4)
25 1-PP00 Premier Mal, A. Long, 10 12-0 ..... —
33 310003/ Kandacombe (C), M. Tatlow, 9 11-9 M. Tatlow (7)
36 00D0PP/ Philwin, A. King, 13 11-9 A. P. Jones (7)
37 0P00-P0 Pickled Tink, Mrs C. Richards, 8 11-9 Des Williams (7)

S.P. FORECAST: 2 Jack Of All Trades, 3 Rusty, 5 Kandacombe, 7 Forbidden Fruit, 8 Lord John, 10 Marshall Niel, 12 Philwin, 16 others.

**5.25: BROCKHAMPTON HUNTERS' 'CHASE (Div. II) (Amateur Riders) £1,055 2½m (13)**

2 40-PPPP Henley Fair (D), W. Sheedy, 11 12-10 Miss L. Sheedy
4 120232 Kilreelig (D), R. Francis, 10 12-10 W. Barlow (7)
5 130100 Segahan Dam (D), Mrs W. Barnes, 11 12-10 L. Fogerty (7)
8 2/BPP-4U Barron's Leap, Miss K. Tripp, 11 12-0 G. Upton (7)
13 0/3- Flying Camel, D. Williams, 12 12-0 A. J. Wilson
19 034512 Master Straight, J. Sloman, 13 12-0 Mrs R. Vickery (7)
21 00030/F- Migliette, N. Clarke, 13 12-0 P. Townsley (7)
22 40F/0-PU Modus Operandi, D. Bell, 8 12-0 Miss G. Armytage (7)
29 0-1'0 Taf, R. Howells, 11 12-0 R. J. Beggan
30 0UFPF Traveland, A. Corfield, 9 12-0 H. Wheeler (7)
33 PP- Crowsbrass, A. Biddle, 7 11-9 ... A. Biddle (7)
34 3/0-00 Kate Bush, Mrs C. Smith, 8 11-9 J. Smith (7)
38 3000P4- See My Style, Mrs H. Snell, 9 11-9 G. Snell (7)

S.P. FORECAST: 11-8 Kilreelig, 5-2 Master Straight, 9-2 Taf, 10 Segahan Dam, 14 Flying Camel, 16 others.

**5.55: GRUNWICK STAKES NATIONAL HUNT FLAT RACE £1,257 2m (20)**

1 121 Hasty Gamble (D), F. Winter, 5 12-3 Mr C. Brookes (7)
8 03 Holemoor Patrol, L. Kennard, 5 11-5 D. Mustow (7)
10 0 Kingswood Kitchens, S. T. Harris, 5 11-5 E. Murphy (7)
12 0 Lancelot Tom, J. Webber, 6 11-5 M. Jenkins (7)
13 000 Master Echo, Mrs V. Teal, 5 11-5 Mr R. Teal (7)
15 0 Mosheah, P. Bevan, 5 11-5 ... R. Hatfield (7)
19 00 Richisle, B. Morgan, 6 11-5 N. Coleman (7)
25 Action Man, J. Thorne, 4 11-0 J. Hurst (7)
27 0 Another Boco, P. Hiatt, 5 11-0 Mr M. Lucas (7)
31 Carachelli, M. Pipe, 6 11-0 J. Lower (7)
36 000 Dim Drums, F. Blair, 6 11-0 Miss J. Phillips (7)
37 First Whisper, L. Kennard, 5 11-0 M. Collett (7)
39 0 General's Girl, A. James, 5 11-0 M. Caswell (4)
46 Low Properties, G. H. Jones, 5 11-0 Mr M. Rosley (7)
54 0 Red Baroness, P. Bevan, 5 11-0 ..... —
56 04 Satin Finish, R. Hodges, 5 11-0 Miss J. Pidgeon (7)
59 Wharry Burn, I. Dudgeon, 4 11-0 S. McDonald (7)
60 Celtic Cygnet, Mrs M. Rimell, 4 10-9 P. Plumb (7)
61 Donny's Girl, T. Bill, 4 10-9 G. Williams (4)
66 04 Miss Tapom, C. Miller, 4 10-9 Mr A. J. Wilson

S.P. FORECAST: 1-2 Hasty Gamble, 7-2 Holemoor Patrol, 8 Celtic Cygnet, 14 Satin Finish, 20 Carachelli, 25 others.

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# ESSEX HOLD SWAY DESPITE RICE'S 4-24

By MICHAEL CAREY at Trent Bridge

ESSEX, though unable to develop a rousing start by Paul Prichard and Graham Gooch, still held sway during a keenly-contested day at Trent Bridge yesterday, making 273 and then reducing Nottinghamshire to 35 for two.

Until Rice, with four for 24, and the accurate Cooper intervened, Notts might well have settled for anything under 400, when Prichard and Gooch were savaging much indifferent bowling in an opening stand of 121.

They restored order, but Essex were still formidably placed on a pitch offering something to the quicker bowlers, as Foster soon showed by removing Robinson and Randall in a penetrative opening spell.

Few sides have wanted to bat first at Trent Bridge in recent seasons; even fewer have been offered the encouragement afforded to Gooch and Prichard, who made 50 from the first eight overs, which were liberally sprinkled with long hops and half-volleys.

This provided rich entertainment for spectators who had been admitted free in the hope of engendering further interest later in the season, with Prichard losing nothing in comparison with his more eminent partner.

From a balanced, upright stance he seems to see the ball earlier than most and missed little that could be hooked or pulled, while timing several excellent strokes through the covers.

Gooch, who had started with 11 off Saxelby's first over, found himself cast for once in a supporting role, and for both batsmen the main problem seemed to be waiting for the rare good ball so as not to be taken by surprise.

It must have been a relief to Notts when Gooch's timing temporarily deserted him and the first break through was, unsurprisingly, self-inflicted when Prichard, having driven a wide half-volley from Pick to the boundary, was caught behind attempting something similar in the same over.

By now the accurate Cooper had illustrated that the ball would sometimes bounce or move about, which had not been readily detectable earlier, though it took Rice to show exactly what length and line could achieve.

Gooch, however, was still there, moving inside the line to assault Such through the covers and finding Saxelby still highly accommodating, so it was a bonus for Notts when he missed with an imperious pull against Pick and was bowled.

With Pringle and Fletcher starting together, a calm now settled on the innings that had seemed unlikely earlier, and the nudge and deflexion took over from the full blade of the bat.

Rice then induced Fletcher to slash wildly at a lifting outswinger, and Pringle, suggesting stubbornness rather than fluency, drove over a ball of full length, leaving the lower order to make the best of things.

This had always seemed a pitch on which Foster might be effective, and he produced a ball which Robinson could only edge to slip, where McEwan caught him spectacularly, while Randall then fell to an extravagant stroke outside the off-stump.

### The scoreboard

Essex won toss
ESSEX.—First Innings

| | |
|---|---|
| G. A. Gooch, b Pick | 67 |
| P. J. Prichard, c French, b Pick | 70 |
| B. R. Hardie, c French, b Rice | 5 |
| K. S. McEwan, b Rice | 9 |
| D. R. Pringle, b Rice | 20 |
| *K. W. R. Fletcher, c French, b Rice | 8 |
| K. R. Pont, c Pick, b Cooper | 10 |
| †D. E. East, c Broad, b Such | 20 |
| N. A. Foster, st French, b Such | 17 |
| J. K. Lever, not out | 19 |
| D. L. Acfield, b Such | 8 |
| Extras (lb 7, w 2, nb 2) | 11 |
| Total (91·5 overs) | 273 |

Fall of wickets: 1-121, 2-136, 3-156, 4-156, 5-167, 6-186, 7-215, 8-229, 9-255.

Bowling: Saxelby 15-4-67-0, Pick 19-4-78-2, Cooper 23-13-21-1, Such 18·5-3-82-3, Rice 16.7-2-44.

NOTTINGHAMSHIRE—First Innings

| | |
|---|---|
| B. C. Broad, not out | 18 |
| R. T. Robinson, c McEwan, b Foster | 5 |
| D. W. Randall, c East, b Foster | 0 |
| R. A. Pick, not out | 12 |
| Total (2 wkts 16 overs) | 35 |

To bat: *C. E. B. Rice, P. Johnson, J. D. Birch, †B. N. French, K. Saxelby, K. E. Cooper, P. M. Such.

Fall of wickets: 1-18, 2-18.

Umpires: J. Birkenshaw & K. E. Palmer.

Bonus pts to date: Notts 4, Essex 3.

**Notts v Essex**

Essex dismay and delight. Ken McEwan loses his off stump to Clive Rice, the Notts captain, and (right) Graham Gooch hits out on his way to 67 at Trent Bridge yesterday.

# Cowdrey & Hinks to Kent's rescue

By DOUG IBBOTSON at Canterbury

CHRIS COWDREY, with a superb and chanceless 159, joined Simon Hinks (92) in raising Kent from potential ruin to riches in their County Championship match against Surrey at Canterbury yesterday.

Cowdrey who hit two sixes and 17 fours, and Hinks, with 15 fours, came together with the score at 16 to dominate the day's play with a fourth wicket partnership of 173 off 52 overs.

It enabled Kent to reach a formidable 336 to which Surrey, in the remaining six overs, responded with five runs for the loss of Graham Clinton, their former Kent opener.

Kent's Mayday distress signals began with the first ball dismissal of Benson, lbw to a swinging full length delivery from Thomas. Tavare, facing Taylor, then dropped the ball defensively at his feet from where it trickled back to dislodge the leg bail.

Thomas claimed his second wicket in six overs at a cost of only two runs when Aslett, offering no stroke, was lbw and Kent were 16 for three. But bold counter-measures were at hand.

Hinks, driving powerfully through or over the field, and Cowdrey, who was soon matching him blow for blow, achieved their first 50 partnership in 17 overs, the second in 11 and the third in 16.

Pocock, meanwhile, lacking the services of Clarke and, unexpectedly Monkhouse, permutated limited resources as best he might. While Thomas in particular bowled wholeheartedly, it remained for Jesty, lately called upon, to break the stand in taking his first wicket for Surrey.

Kent won toss

| | |
|---|---|
| M. R. Benson, lbw, b Thomas | 0 |
| S. G. Hinks, c Pocock, b Jesty | 92 |
| C. J. Tavaré, b Taylor | 1 |
| D. G. Aslett, lbw, b Thomas | 2 |
| *C. S. Cowdrey, b Needham | 159 |
| N. R. Taylor, c Stewart, b Needham | 2 |
| G. W. Johnson, c Lynch, b Thomas | 6 |
| †A. P. E. Knott, c Jesty, b Thomas | 2 |
| G. R. Dilley, b Needham | 31 |
| D. Underwood, not out | 16 |
| K. B. S. Jarvis, c & b Thomas | 6 |
| Extras (b 4, lb 7, w 1, nb 7) | 19 |
| Total | 336 |

100 overs 329-9.

Fall of wickets: 1-0, 2-11, 3-16, 4-189, 5-203, 6-220, 7-227, 8-298, 9-317.

Bowling: Thomas 25·2-7-51-5, Taylor 19-6-69-1, Pocock 26-2-89-0, Pauline 4-0-18-0, Needham 17-1-67-3, Jesty 11-2-31-1.

SURREY.—First Innings

| | |
|---|---|
| A. R. Butcher, not out | 0 |
| G. S. Clinton lbw b Jarvis | 3 |
| *P. I. Pocock, not out | 1 |
| Extras (lb 1) | 1 |
| Total (1 wkt) | 5 |

To bat: A. J. Stewart, T. E. Jesty, M. Lynch, D. B. Pauline, †C. J. Richards, D. J. Thomas, A. Needham, N. S. Taylor.

Umpires: J. A. Jameson & M. J. Kitchen.

Bonus pts to date: Kent 4, Surrey 4.

**Kent v Surrey**

# QUINLAN WORRIES LEICS

By DEREK HODGSON at The Parks

JEREMY QUINLAN enjoyed a shining moment in his Oxford career yesterday at the Parks in capturing four Leicestershire wickets — including Gower's.

The tall, strong freshman from Sherborne would accept that his right-arm medium pace was helped by a damp patch at the pavilion end from which the ball lifted slowly at varying levels.

However, Quinlan could also seam the ball mostly into the bat, and the deliveries that dismissed Whittaker and Gower were first-class.

Balderstone and Briers fell at short leg to balls that popped, and Whittaker got an inside edge to make Quinlan's bowling figures read 5-2-9-3. Parsons mis-hit to mid-on while Butcher accrued 95, including 14 fours, before he tried a quick single to the hawk-eyed Rutnagur and had his stumps rattled by a deadly throw from square on.

Gower moved across to drive Quinlan and chopped the ball into his stumps. Then Leicestershire, at 172 for six, demonstrated the sting in the professional tail as Willey and Garnham added 96 for the seventh wicket.

The wicketkeeper completed his maiden century just before the close, coming off 236 balls with 11 fours.

Leics. won toss
LEICESTERSHIRE.—First Innings

| | |
|---|---|
| J. C. Balderstone, c Denny, b Quinlan | 0 |
| I. P. Butcher, run out | 95 |
| J. J. Whitaker, c Harrison, b Quinlan | 0 |
| N. E. Briers, c Patel, b Quinlan | 2 |
| G. F. Parsons, c Toogood, b Carr | 24 |
| †M. A. Garnham, st Harrison, b Carr | 100 |
| *D. I. Gower, b Quinlan | 9 |
| P. Willey, b Carr | 57 |
| P. A. J. De Freitas, b Carr | 0 |
| P. B. Clift, c Patel, b Toogood | 23 |
| L. B. Taylor, not out | 0 |
| Extras (b 12, lb 1, w 3, nb 4) | 20 |
| Total | 330 |

Fall of wickets: 1-11, 2-15, 3-21, 4-95, 5-135, 6-172, 7-268, 8-268, 9-326.

Bowling: Thorne 25-5-68-0; Quinlan 21-3-76-4; Lawrence 5-1-23-0; Toogood 11-4-1-48-1; Carr 36-14-65-4; Rutnagur 8-0-37-0.

OXFORD UNIV.: *A. J. T. Miller, G. J. Toogood, J. D. Carr, D. A. Thorne, C. Denny, T. Patel, D. M. Tooley, †D. Harrison, R. S. Rutnagur, J. D. Quinlan, M. P. Lawrence.

Umpires: K. H. Lyons & N. T. Plews.

**Oxford Univ v Leics**

*Show Jumping*

# FRENCH IN TUNE FOR ROME CUP

By ALAN SMITH in Rome

FRENCH showjumpers tuned up for today's Nations Cup with a double at Rome's international horse show yesterday. The winners were Philippe Rozier on Crocodile and Michel Robert on Jean de la Tour.

Only a ferocious gamble by Brazilian Felipe de Azevedo prevented them from completing a hat-trick for they were lying first, second and third when he came in last in the Premio Lancia Thema.

Frederic Cottier and Flambeau at their best are nearly irresistible and they looked close to that peak when they took the lead in the Piazza di Siena.

Pierre Durand and Jappeloup, third in the Volvo World Cup Final 10 days ago, could not quite match their pace, but Azevedo, one of a strong squad of Brazilians headed by Nelson Pessoa, clearly felt he had nothing to lose on Itebuchona and his audacity paid a rich dividend.

## Germany third

Almost the only consolation for the British was the third place by Jean Germany and Mandingo behind Rosier and Crocodile in the Premio Marone Cinzano.

Mandingo also finished third on Tuesday and he has yet to have a fence down at the show. Accurate jumping is what will be needed in the Nations Cup and Mandingo, who has only a couple of minor outings behind him this year, obviously has his eye in already.

Crocodile, an American-bred Appaloosa, looks a typical Red Indian pony with his spots and white patches, but he has shown he can jump big fences in his brief career with the French team and yesterday he galloped right over them.

Rozier, son of the French team manager, was also third on Kala behind his compatriots Michel Robert, bronze medallist in the 1982 world championships and a member, like Cottier and Flambeau, of the winning team there.

At least the British will have the advantage of going after the French in today's Nations Cup, drawn respectively third and fourth of the six in the line-up.

PREMIO VILLA BORGHESE: M. Robert's Jean de la Tour (France) 1; T. Bartels' Labamba (Germany) 2; P. Rozier's Kala (France) 3.

PREMIO MARONE CINZANO: P. Rozier's Crocodile (France) 1; W. Gabathuler's Jasper (Switzerland) 2; Miss J. Germany's Mandingo (GB) 3.

PREMIO LANCIA THEMA: F. de Azevedo's Itebuchona (Brazil) 1; F. Cottier's Flambeau (France) 2; P. Durand's Jappeloup (France) 3.

**SCHOOLS MATCHES**

Brentwood 96, Colchester RGS 100-4; Emanuel 31 (S. Gibson 6-23), J. Feltham 4-71, KCS Wimbledon 33-0; Maidstone 49, Colfe's 50-0.

Jack Davies

# DAVIES IS NEW MCC PRESIDENT

By MICHAEL MELFORD

GEORGE MANN, the president of the MCC, yesterday nominated J. G. W. Davies at the Lord's annual general meeting as his successor.

The former county cricketer and executive director of the Bank of England, takes up office on Oct. 1.

Jack Davies, 73, played for Kent between 1934-51 and has had a long association with Cambridge cricket — its highlight in the public imagination being one ball in 1934 which bowled Don Bradman for nought on a perfect Fenner's pitch.

The sensation which this undergraduate off-spinner's feat caused was a tribute to The Don's near-invincibility at the time. But it was only one achievement in Davies' career as a sportsman which included an England rugby trial as a centre playing for Blackheath and Kent.

## Joyous exhibition

Injury robbed him of a cricket Blue in 1931 when a freshman from Tonbridge. He played twice subsequently against Oxford at Lord's, taking eight wickets in 1934.

In all, he took more than 250 first-class wickets and made four 100s, three in 1946 when he played more often for Kent than usual—and incidentally received the OBE following war service in the Middlesex Regiment and at the War Office.

A brilliant fielder, he was a batsman of the old classic style with high backlift and flowing off-drives. His opening stand of 143 in 105 minutes with Arthur Fagg against Yorkshire at Maidstone in one of his last matches in 1951 sticks in my memory as a joyous exhibition of the art of batting.

Davies' cricket was restricted by a career which for a time embraced United Nations jobs before he returned to Cambridge for 16 years as secretary of the Appointments Board.

**2nd XI CH'SHIP**

Caythorpe: Derby 136; Notts 43-4. Eton Manor: Kent 303-7 dec. (S. N. V. Waterton 93, S. C. Goldsmith 73; Walsh 4-57); Essex 35-1. Edgbaston: Somerset 194 (P. Bail 67, Morton 4-11); Warwicks 77-0. Southport: Northants 155 (Patterson 4-21); Lancs 117-0.

**OTHER MATCH**

Lords: MCC 254-5 dec. (G. Boycott 123 not, K. Pierson 4-88); MCC Young Cricketers 195 (G. P. Jenkins 92, Reeve 6-29). MCC won by 59 runs.

# Allott punishes Gloucestershire

By MICHAEL AUSTIN at Bristol

PAUL ALLOTT'S career-best innings of 78 off 72 balls in a last-wicket partnership of 115 with John Stanworth punished Goucestershire and transformed Lancashire's grimaces to broad smiles at Bristol yesterday.

Lancashire, having struggled at 94 for six, advanced to an improbable 318 all out before Allott dismissed Stovold third ball, and Gloucestershire finished their care-worn day at two for one.

A chilling crossfield wind, testing the hardiest of fielders, was the least of Gloucestershire's problems. Bainbridge, the new vice-captain, suffered a cracked cheekbone when fielding at slip and Russell, the nightwatchman, retired hurt after being struck on the helmet by Allott.

Lawrence's figures of five for 39 by early afternoon offered false promise of a career best when finishing with five for 79 and his fortunes ran curiously parallel withthose of Gloucestershire, who had gleefully put in Lancashire on a lively, green pitch.

Lancashire's scorecard had a bottom heavy look with four half century makers in the middle and lower order. Jefferies and Watkinson each scored 57 and shared a seventh-wicket partnership of 69 and Stanworth's maiden 50 helped Allott to clinch full batting points.

Allott, the England fast bowler hit two sixes and 12 fours in an uninhibited innings which expressed his delight to be playing again after an inflamed nerve at the base of his spine forced an early return from the winter tour of India.

Lawrence, 21, Gloucester-born of West Indian parents, proved the benefits of his winter spent playing grade cricket in Perth, Australia, but the day's events offered a bewildering introduction for Gloucestershire's newcomers, Davison, Lloyds and Curran, who took three wickets.

### The scoreboard

Glos won toss
LANCASHIRE.—First Innings

| | |
|---|---|
| G. Fowler, b Lawrence | 30 |
| J. A. Ormrod, lbw b Lawrence | 4 |
| S. J. O'Shaughnessy, lbw b Curran | 2 |
| N. F. Fairbrother, c Russell, b Lawrence | 0 |
| *J. Abrahams, c Russell, b Lawrence | 29 |
| N. H. Fairbrother, c Russell, b Curran | 57 |
| J. Simmons, c Athey, b Lawrence | 2 |
| S. T. Jefferies, b Curran | 57 |
| †J. Stanworth not out | 50 |
| I. Folley, c Stovold, b Graveney | 0 |
| P. J. W. Allott, b Salisbury | 78 |
| Extras (b 3, lb 6) | 9 |
| Total (97·4 overs) | 318 |

Fall of wickets: 1-13, 2-22, 3-33, 4-51, 5-88, 6-94, 7-165, 8-196, 9-203.

Bowling: Lawrence 28-6-79-5, Curran 26-10-82-3, Sainsbury 21-4-6-79-1, Graveney 18-5-50-1, Lloyds 4-1-19-0.

GLOUCESTERSHIRE.—First Innings

| | |
|---|---|
| A. W. Stovold, c Simmons, b Allott | 0 |
| P. W. Romaines, not out | 0 |
| †R. C. Russell, retired hurt | 0 |
| Total (1 wkt 0·4 overs) | 2 |

To bat: C. W. J. Athey, P. Bainbridge, B. F. Davison, K. M. Curran, J. W. Lloyds, *D. W. Graveney, D. V. Lawrence, G. E. Sainsbury.

Fall of wickets: 1-2.

Bonus pts to date: Lancs 4, Glos 4.

Umpires: J. H. Harris & D. R. Shepherd.

**Glos v Lancashire**

# MIDDLESEX IN MERRY MOOD

By D. J. RUTNAGUR at Fenner's

Middlesex's batsmen feasted on the Cambridge University bowling after being put in on a slow Fenner's pitch yesterday, declaring at 369 for four, the biggest total against the light Blues in four matches this season.

Cambridge, in the 42 minutes remaining on a sunlit evening, scored 38 without loss. Rob Andrew, at last free of an eye infection picked up on the rugby field, ended his run of miserably low scores and was unbeaten with 28.

Tomlins, the last man to go in before the declaration and unbeaten with 34, was the only Middlesex batsman not to pass 50. The opposing attack was not Cambridge's strongest, for Ellison was stricken with 'flu and Grimes could be used only sparingly because of an ankle injury.

Downton, continuing as opener, dominated the first-wicket partnership of 88 with Slack (81). Eventually, Slack was also overtaken by Gatting, with whom he shared a second-wicket partnership of 126. Slack may have been slow but was far from dull to watch.

Gatting scored his 80 runs off 92 balls with nine fours and three straight sixes off the off spinner Gorman. Butcher, too, was vehement, scoring 56 in even time.

Camb Univ won toss
MIDDLESEX.—First Innings

| | |
|---|---|
| W. N. Slack, c Andrew, b Scott | 81 |
| †P. R. Downton, c Davies, b Cotterell | 55 |
| *M. W. Gatting, b Cotterell | 80 |
| R. O. Butcher, c Gorman, b Andrew | 56 |
| C. T. Radley, not out | 54 |
| K. P. Tomlins, not out | 34 |
| Extras (b 3, lb 4, nb 2) | 9 |
| Total (4 wkts dec.) | 369 |

Did not bat: J. E. Emburey, N. F. Williams, J. F. Sykes, A. R. C. Fraser, N. G. Cowans.

Fall of wickets: 188, 2-206, 3-226, 4-287.

Bowling: Grimes 9-3-11-0, Scott 17-1-75-1, Siddiqi 2-0-12-0, Gorman 19-0-79-0, Cotterell 37-3-153-2, Andrew 12-1-32-1.

CAMBRIDGE UNIV.—First Innings

| | |
|---|---|
| *C. R. Andrew not out | 28 |
| S. Gorman not out | 10 |
| Total (no wkt) | 38 |

To bat: D. Brown, D. Fell, P. G. P. Roebuck, D. G. Price, †A. G. Davies, T. A. Cotterell, S. N. Siddiqi, A. D. H. Grimes, A. Scott.

Umpires: J. H. Hampshire & D. G. L. Evans.

**Camb Univ v Middx**

# Australians start in expert fashion

By DAVID GREEN

THE Australian tour party flew in to Heathrow yesterday morning and some three hours after touchdown gave a Press conference at the Waldorf Hotel. This was handled expertly by the manager, Bob Merriman, and the captain, Allan Border.

Mr Merriman dealt swiftly with the controversy over the defection of Terry Alderman, Rod McCurdy and Steve Rixon who have agreed to take part in a rebel tour of South Africa this autumn.

"This is a matter for the Australian Cricket Board," said Mr Merriman. "There is no point in discussing it here." He further stated that suggestions that the touring party constituted a "second team" in view of the absence of these players was "an insult."

Mr Merriman's view was confirmed by Border who said that there were several line ball " decisions over the original selections. Border did not see that his team's prospects had been seriously damaged.

Border faces a stiff task because no Australian captain has successfully defended the Ashes in England since Greg Chappell in 1975. Nevertheless he does not feel that the responsibility of captaincy will adversely affect his own play.

Despite the furore caused by the projected South African tour both Mr Merriman and Border stressed that the party is a very happy one. The spirit has been excellent since they assembled in Melbourne on Monday.

Much will depend on Border's own form but in Keppler Wessels, Graeme Wood and Dirk Wellham they have batsmen with first-class experience in England. Only two players, Simon O'Donnell and Ray Phillips have not previously played here at some level.

Quick wickets will suit the tourists who have Geoff Lawson as a formidable fast bowling spearhead together with the promising and rapid Craig McDermott, at 20 the party's baby. Veteran leg spinner Bob Holland, 38, will also profit by such pitches.

**MAJOR FIXTURES**

May 30.—First Texaco Trophy Match (Old Trafford).
June 1.—Second Texaco Trophy Match (Edgbaston).
June 3.—Third Texaco Trophy Match (Lord's).
June 13.—First Cornhill Test (Headingley).
June 27.—Second Cornhill Test (Lord's).
July 11.—Third Cornhill Test (Trent Bridge).
Aug. 1.—Fourth Cornhill Test (Old Trafford).
Aug. 15.—Fifth Cornhill Test (Edgbaston).
Aug. 29.—Sixth Cornhill Test (Oval).

# Miandad and Holmes tame Somerset

By ERIC HILL at Taunton

A FINE recovery by Glamorgan, launched by the brilliance of Javed Miandad, 86, and Geoffrey Holmes, 88, steered them to an impressive 387 for seven declared at Taunton. Somerset, replying with eight for one wicket.

After the Glamorgan third-wicket pair had added 183, a new record against Somerset, their captain, Rodney Ontong, and Younis Ahmed added crisp half centuries against an attack which, in good batting conditions, spent much of the day in full retreat.

Holmes and Miandad came together at 26 for two. Hopkins, missed at slip in the bitter breeze from Botham's third ball, was lbw to Davis and Jones was well taken from a firm hit by the lonely extra cover in Palmer's first over.

For a long time the support offered to the determined opening spell of Davis and Botham was so untidy that Popplewell was pressed into service after Marks had been cavalierly dismissed from the attack, Miandad having driven his first ball for a skimming six.

## Botham slows progress

The pair feasted royally and brilliantly to the tune of 183 runs in 44 overs. But Botham, with a fiery spell after lunch from around the wicket, came back to slow progress, stabilising the whole Somerset effort.

The bat was passed a time or two and the pair left in successive overs. Marks schemed a stumping for Holmes, who had batted 48 overs for his 86, and then Miandad was caught behind off Davis for 88, which included a six and 14 fours.

When five, Ontong escaped at short leg off the persevering Davis, who ended with a worthy three for 61. But then he—after hitting a six through the Press box window—and Younis took charge against Palmer and Marks as they added a lively 92.

Thomas struck some powerful blows and when Ontong was out his declaration left 10 difficult overs. The fiery Thomas yorked Roebuck and might easily have had two more wickets as the rapidly - improving Glamorgan completed another highly satisfactory day.

OFFICIAL CORRECTION: Essex 2nd innings (v Warwicks) G. A. Gooch, c Humpage b Old 61, not as stated.

### The scoreboard

(Glamorgan won toss)
GLAMORGAN.—First Innings

| | |
|---|---|
| J. A. Hopkins, lbw b Davis | 8 |
| A. L. Jones, c Rose, b Palmer | 17 |
| G. C. Holmes, st Gard, b Marks | 88 |
| Javed Miandad, c Gard, b Davis | 86 |
| Younis Ahmed, c Wyatt, b Palmer | 59 |
| *R. C. Ontong, b Davis | 64 |
| J. G. Thomas, c Jones, b Botham | 27 |
| J. F. Steele not out | 13 |
| Extras (b 5, lb 4, w 8, nb 8) | 25 |
| Total (98·3 overs) (7 wkts dec.) | 387 |

Did not bat: J. Derrick, †T. Davies, S. R. Barwick.

Fall of wickets: 1-17, 2-26, 3-209, 4-209, 5-301, 6-367, 7-387.

Bowling: Botham 18-1-45-1, Davis 20-3-2-61-3, Palmer 20-2-97-2, Marks 26-6-109-1, Jones 5-0-20-0, Popplewell 9-0-46-0.

SOMERSET.—First Innings

| | |
|---|---|
| P. M. Roebuck b Thomas | 2 |
| J. G. Wyatt not out | 4 |
| †T. Gard not out | 1 |
| Extra (w 1) | 1 |
| Total (1 wkt, 10 overs) | 10 |

To bat: N. F. M. Popplewell, R. L. Ollis, B. C. Rose, *I. T. Botham, V. J. Marks, G. V. Palmer, M. R. Davis, A. P. Jones.

Fall of wicket: 1-6.

Bonus pts to date: Glam 4, Somerset 3.

Umpires: D. J. Constant & P. B. Wight.

**Somerset v Glamorgan**

*Third Test—Fifth Day*

# West Indies put end to 16-year drought

By TONY COZIER in Bridgetown, Barbados

THE West Indies broke a 16-year winning drought against New Zealand in Bridgetown yesterday with a 10-wicket victory in the third Test of the present four-Test series.

It was the first West Indies' Test win over New Zealand since the first of the 1969 series in Auckland. Since then the teams have played 12 times, New Zealand winning two with the others all drawn.

When Gordon Greenidge hit the winning runs 37 minutes into the final day it was the first outright result recorded in the eight matches between the teams in the Caribbean. New Zealand drew all five Tests on their only previous tour in 1972 and the first two Tests of this series were also drawn.

## Coney soon goes

This victory was a mere formality when play resumed with New Zealand 228 for eight in their second innings, still needing 14 to wipe out their first innings deficit and make the West Indies bat again. At least they achieved that although they lost their vice-captain, Coney, when still seven runs short.

Coney, who batted defiantly on the previous day for 81, added only two before he pulled the most effective West Indies bowler, Marshall, straight to Logie at backward square leg. He lasted three hours 55 minutes in all.

Smith resumed his innings interrupted on the previous afternoon by a painful blow on the forearm from Marshall and put New Zealand ahead with two cuts over the slips for boundaries, but Marshall soon accounted for him in taking 7-80, 11-120 in the match.

NEW ZEALAND.—First Innings: 94 (M. J. Marshall 4-40 W. W. Davis 3-26).

Second Innings

| | |
|---|---|
| J. G. Wright c Richardson b Davis | 64 |
| *G. P. Howarth c Haynes b Marshall | 5 |
| K. R. Rutherford c Holding b Marshall | 2 |
| M. J. Crowe c Dujon b Marshall | 2 |
| J. J. Crowe b Davis | 4 |
| J. V. Coney c Logie b Marshall | 83 |
| †I. D. S. Smith c & b Marshall | 26 |
| R. J. Hadlee c Greenidge b Davis | 3 |
| D. A. Stirling b Marshall | 3 |
| B. L. Boock c Haynes b Marshall | 22 |
| E. J. Chatfield not out | 4 |
| Extras (b8, lb1, w2, nb19) | 30 |
| Total | 248 |

Fall of wickets: 1-26, 2-35, 3-45, 4-60, 5-108, 6-141, 7-149, 8-226, 9-235.

Bowling: Marshall 25.3-6-80-7; Garner 19-3-56-0; Davis 18-0-66-3; Holding 1-0-2-0; Richards 15-3-25-0; Gomes 4-0-10-0.

WEST INDIES.—First Innings: 336 (I. V. A. Richards 105, Marshall 63, D. L. Haynes 63).

Second Innings

| | |
|---|---|
| C. G. Greenidge not out | 4 |
| D. L. Haynes not out | 5 |
| Extras (w1) | 1 |
| Total (0 wkt) | 10 |

Bowling: Boock 1-1-0-0; Rutherford 0.4-0-10-0.

Umpires: D. M. Archer & L. H. Barker.

First Test (Port of Spain): Drawn. Second Test (Georgetown): Drawn. Fourth Test: Kingston, Jamaica, May 4-9.

# Board to take legal action

By ALAN SHIELL

The Australian Cricket Board are to take legal action against at least seven of its contracted players to prevent them from playing in South Africa next season.

The board also announced yesterday they would take legal action against the South African Cricket Union and Bruce Francis, the Sydney-based organiser of the tour, for inducing the players to break their contracts with the ACB.

The seven players contracted to the board until Sept. 30, 1986, are John Dyson and Steve Smith of New South Wales, Rodney Hogg and Graham Yallop of Victoria, Carl Rackemann and John Maguire of Queensland, and Tom Hogan of Western Australia.

# TODAY'S CRICKET

Start 11 a.m. unless stated

BRITANNIC ASSURANCE COUNTY CH'SHIP

Bristol: Glos v Lancs. Canterbury: Kent v Surrey. Trent Bridge: Notts v Essex. Taunton: Somerset v Glamorgan. Cambridge (11.30-6.30): Cambridge Univ v Middx. Oxford (11.30 - 6.30): Oxford Univ. v Leics.

2ND XI CH'SHIP.—Leyton: Essex v Kent. Southport: Lancs v Northants. Caythorpe: Notts v Derbys. Edgbaston: Warwicks v Somerset.

*Boxing*

# TITLE CHANCE FOR WILLIS

By KEN MAYS

Tony Willis has a second chance to win the British lightweight championship when he meets Ian McLeod, of Scotland, for the vacant title at the Digbeth Town Hall, Birmingham, on May 16.

The Liverpudlian was due to meet Paul Chance in a final eliminator. But the Wednesbury fighter who was outpointed by Ken Foreman last week, withdrew for the second time with injuries and promoter Pat Lynch made the new match.

It was only given the go-ahead after rival promoter Ron Gray, who secured the eliminator, had been assured that Chance would be the first challenger and that it took place on his promotion at the Civic Hall, Wolverhampton.

Ray Clarke, the British Boxing Board of Control secretary, said it was willing to recognise the match for the vacant crown but a full explanation of the actual agreement was first required.

Willis challenged George Feeney for the title in London during 1983, but was stopped in one round

# YESTERDAY'S RACING RESULTS AND PRICES

## ASCOT

Going: GOOD

2.0: AUTOBAR STKS 3-Y-O fillies £6,784 1m

PURCHASEPAPERCHASE, b f Young Generation—Tin Goddess (J. Bray) 8-11 B. Raymond 15-2 1
PERFECT MATCH, b f Kris—Vendica (A. Clore) 8-11 P. Eddery 3-1 2
MA PETITE JOLIE, b f Northern Dancer—Ballade (Miss H. Al Maktoum) 8-11 W. R. Swinburn 9-4F 3

Also: 7-2 Etoile d'Amore (4th), 8 Crimbourne, 20 Tulsa (6th), 33 Formidable Lady (5th), Gegoush, Hens Grove. 9 ran. 1l, 1½l, 2½l, 7l, 2½l. 1m 42.20s (R. Armstrong, Newmarket). Tote: Win, £5·00; places, £1·50, £2·00, £1·10; Dual F'cast: £16·90; SPSF: £29·49.

2.30: MONO SAGARO STKS £15,171 2m

LONGBOAT, b c Welsh Pageant—Pirogue (R. Hollingsworth), 4-8-8 W. Carson 10-1 1
GILDORAN, b h Rheingold—Durtal (R. Sangster), 5-9-5 S. Thomson 7-1 2
SPICY STORY, b c Blushing Groom—Javamine (P. Mellon), 4-8-8 P. Eddery 6-4F 3

Also: 6 Wagoner, 15-2 Prime Asset, 10 Aur (4th), 12 Petrizzo (5th), 14 Destroyer (4th), 16 Harly, 33 Desert Orchid, 66 Big White Chief. 11 ran. Sh hd, nk, 7l, 5l, nk. 3m 38.78s (Sir Hern, West Ilsley). Tote: Win, £6·10; places, £1·40, £5·10, £1·50. Dual F'cast: £25·60; SPSF: £75·16.

3.05: AUTOBAR VICTORIA CUP H'CAP £12,759 7f.

TREMBLANT, b c Double Form—Baltica (K. Abdullah) 4 8-5 W. Carson 8-1 1
EL MANSOUR, b c Tower Walk—Gay Amanda (P. Newton) 6 8-9 T. Ives 12-1 2
RUNNING BULL, ch c Believe It—Total Crash (N. Foreman) 4 7-4 S. Dawson 50-1 3
GO BANANAS, b g Young Generation—Miss Turian (Mrs K. Ivory) 4 9-5 R. Cochrane 8-2F 4

Also: 10 Rana Pratap, 11 Air Commander, 12 Emaniereich, 15 Swimming, 16 Ashley Rocket, 14 Coro Santi, 16 Ashley Rocket, Baton Boy, Korypheus, 20 Hi Hill, High Pitched, Super Trip, Tanfen, Tee To Stop Me, Valley Mills, Thessalos, Throne of Glory, 50 Robin Hood, 7l, hd, 1½l, ½l. Patrol. 27 ran. Sh hd (R. Smyth, Epsom). Tote: Win, £9·40; places, £1·40, £4·30, £1·20, Dual F'cast: £24·30; SPSF: £94·70. Tricast: £4,096·27. NRs: Two Top, Detroit Sam.

3.40: WHITE ROSE STKS 3-Y-O £6,617 1½m

VERTIGE, b c Lyphard's Wish—Vamaka (D. Wildenstein) 9-0 S. Cauthen 5-2 1
TROJAN PRINCE, b c Troy—Princess Matilda (Sheikh Mohammed) 8-9 W. Carson 9-4JF 2
SOLDAT BLEU, b c Lyphard—Summer Mark (Mana Al Maktoum) 9-0 W. R. Swinburn 9-4JF 3

Also: 8 Northern River, 25 Carillon (6th), Fusilier (4th), The Footman (5th). 7 ran. 2l, 2l, 2½l, 1½l, 1½l. 2m 09.52s (H. Cecil, Newmarket). Tote: Win, £2·80; places, £2·20, £2·10; Dual F'cast: £5·40. SPSF: £8·13.

4.10: GARTER STKS 2-Y-O £5,087 5f

MOORGATE MAN, ch c Remainder Man—Silly Woman (D. Kiss) 9-1 M. Miller 4-1 1
NOMINATION, b c Dominion—Rivers Maid (F. Salman) 9-1 T. Quinn 13-8F 2
SHELHOUR, b c Music Boy—Muna (Prince Yazid) 8-11 R. Cochrane 4-1 3

Also 100-30 Andartis (5th), 16 Hidden Gift (4th), Royal Berks. 6 ran. Sh-hd, 3l, 2½l, 3l, 1½l. 1m 02.78s (R. Boss, Newmarket). Tote: Win, £4·60; places, £2·50, £1·80. Dual F'cast: £4·10. SPSF: £10·55.

4.40: CHOBHAM APP H'CAP £3,607 1½m

MAROONED, ch c Mill Reef—Short Rations (J. Greetham) 8-4-7 K. Bradshaw 9-4F 1
THE CLOWN, ch g Green Dancer—Bitsey (G. Greenwood) 4-7-11 S. Dawson 3-1 2
GOING GOING, b g Auction Ring—Whitethorn (H. Candy) 6-8-9 G. Silvester 15-2 3

Also: 7-2 Lobkowiez, 14 Ben's Bride, State Budget (4th), 16 Axios (5th), 25 Wild (6th), 33 Master Boatman, Monroun, Coffee House. 11 ran. 5l, 2l, 2½l, nk, sh-hd. 2m 36·34s (M. Stoute, Newmarket). Tote: Win, £3·20; places, £1·30, £1·50, £3·50. Dual F'cast: £3·10. SPSF: £9·36. Tricast: £37·64.

PLACEPOT: £6·35. JACKPOT: £1,655·45.

## CATTERICK BRIDGE

Going: GOOD TO FIRM

2.15 (5f): Princess Pamela (G. Duffield, 14-1) 1; Puzzle Creek (N. Carlisle, 10-1) 2; Nations Fandango (D. Nicholls, 2-1F) 3. Also: 3 Koru Il Secret, 6 Nede Express (6th), 11 Derran Princess, 12 Glencara, 16 Robin (4th), Windlan Path (p.r.), Jovesen (5th), 20 Dragon Slayer, Pathos, Popler, 25 Flying Parade, Fur Baby, Tanso Queen. 16 ran. 2l, 1l, 5l, ½l, nk. (P. Felgate, Melton Mowbray.) Tote: Win, £14·30; places, £3·30, £1·60, £1·30; Dual F'cast: £53·50. SPSF: £157·21.

2.45 (1½m 40y): Frisky Hope (N. Connorton, 12-1) 1; Young April (R. Hills, 9-4) 2; Jarsala (M. Birch, 7-4F) 3. Also: 5 Bothy, 8 Barchard Prince, 10 Ruby James, 14 Our Dudley, 20 Tomiredjchoyle, Tin Ribs (6th), Optimism (4th), Les Anar Leyton, 25 Green Market, Air's Comet, Grey Coral (5th). 14 ran. ¾l, 5l, 4l, 5l, 4l. (W. Pearce, Thirsk.) Tote: Win, £11·50; places, £2·30, £1·40, £1·30; Dual F'cast: £34·00. SPSF: £45·12.

3.15 (6f): Tauten (N. Carlisle, 9-1) 1; Trade High (R. Hills, 7-2F) 2; Zenyatta (D. Leadbitter, 25-1) 3. Also: 9-2 Gods Solution (4th), 15-2 Nellie Bly, 7 Pokerfayes (6th), 15-2 Bimsat, 10 Shnuouska, Spoilt For Choice, 13 Persoda, 16 Ferryboat, Off Your Mark (5th), 33 Autumn Ballet. 15 ran. Hd, 7l, hd, 1½l, ½l. (T. Craig, Dunbar.) Tote: Win, £19·50; places, £4·30, £1·90, £11·60; Dual F'cast: £15·90. SPSF: £41·82. Tricast: £733·73.

3.45 (5f): Examination (A. Bond, 6-1) 1; Dublin Lad (B. Coogan, 5-2) 2; Lady Chastity (S. Webster, 11-10F) 3. Also: 12 Cabask (5th), Master Mosses, 50 Fandango Boy (4th), Oriental Express (6th), Dublinstre. 8 ran. 1½l, 6l, 1½l, ¾l. (A. Bailey, Newmarket.) Tote: Win, £4·30; places, £1·10, £1·10, £1·90; Dual F'cast: £11·10. SPSF: £19·68. NR: Meyor.

4.15 (1m 7f 180y): Stone Jug (M. Wigham, 16-1) 1; Red Duster (S. Webster, 8-1) 2; Holly Buoy (A. Proud, 7-2F) 3; Special Settlement (C. Dwyer, 14-1) 4. Also: 4 Carnoades (6th), 6 Path's Sister (5th), 13-2 Secret Finale, 14 Stay Sharp, 16 Strachanoon, On Leave, 33 Gamon, Hot Betty, Hydrannes, 50 Yarborough (p.u.), Papageno, Jipijapa, Valoroso, Bushy Bay. 18 ran. Nk, ½l, 4l, 2½l, 3l. (Miss S. Hall, Middleham.) Tote: Win, £12·70; places, £2·00, £1·60, £1·80, £5·80. Dual F'cast: £54·60. SPSF: £131·21. Tricast: £507·06.

4.45 (7f): Argyll Major (D. Leadbitter, 16-1) 1; It Happens (M. Hindley, 50-1) 2; Hermits Wood (A. Barclay, 11-4) 3. Also: 5-2F Bold Lassie, 5 Jesterinn, 7 Billy Whiteshoes, 8 Silent Gain (disq.), 11 Cut a Caper, 25 Chaldnair Lady (5th), Malaudette, 33 Meganot (4th), Tolly's Best, 50 Butt of Lewis, Hoptons Chance, Night Guest, Run for Fred, Decision Mate, Our Simmie, Stay Tender. 19 ran. 1½l, 2l, 1l, 1½l. Dead heat. (Denys Smith, Bishop Auckland.) Tote: Win, £28·90; places, £6·80, £5·40, £1·60. Dual F'cast: £99·80. SPSF: £579·84. NR: Foxy Dyke.

Silent Gain, finished 3rd but after stewards' inquiry was disqualified.

PLACEPOT: £6·85.

## KELSO

2.30: The Howlet (T. G. Dun, 5-1) 1; Park Tower (4-1) 2; Hold Off (14-1) 3. 13 ran. Dawn River 3F. 5l, 1½l (K. Oliver.) Tote: Win, £3·50; places, £1·10, £2·10, £5·90; Dual F'cast: £9·80. SPSF: £34·37. NR: Cool Kit.

3.0: Ragabury (C. Grant, 8-1) 1; Mount Rule (5-1F) 2; Tot (4-1) 3. 8 ran. ¾l, 1½l. (R. Fisher.) Tote: Win, £10·90; places, £3·70, £1·90, £1·10; Dual F'cast £24·90. SPSF: £29·97.

Tot finished 1st and High Drop 2nd, but after stewards' inquiry Tot was relegated to 3rd and High Drop to 4th for interfering with Mount Rule.

3.30: Cool Jamie (J. Kinane, 15-2) 1; Hasty Import (16-1) 2; Sharp Seen (6-1) 3. 15 ran. Amber Rambler 3F. ¾l, 2l. (R. Allan.) Tote: Win, £5·90; places, £1·80, £17·10, £1·40; Dual F'cast (winner or second with any other), £9·30. SPSF: £117·91. Tricast: £718·02. NR: Royal Radar, Reliable Vyrus.

4.0: Worthy Hedress (A. Stringer, 11-2) 1; Genrys Cold Rolled (5-1) 2; Little Prenchman (5-1) 3. 10 ran. Jettarts Here 7-2F. 7l, 2½l. (E. Robson.) Tote: Win, £7·70; places, £3·50, £2·60, £1·90. Dual F'cast: £25·90. SPSF: £32·49. Tricast: £130·82.

4.30: Bobjob (Mr T. Brockbank, 14-1) 1; Salmanda (33-1) 2; Yonthal (8-11F) 3. 12 ran. 2l, 15l. (J. Brockbank.) Tote: Win, £15·90; places, £2·70, £9·50, £1·70. Dual F'cast: £39·10. SPSF: £334·95.

5.0: Dam d'Or (Mr T. Reed, 7-1) 1; Goldilocks (15-1) 2; Telegraph Bush (16-1) 3. 21 ran. Black Combe 9-4F. 12l, 2½l. (E. Robson.) Tote: Win, £8·80; places, £2·90, £8·30, £5·90. Dual F'cast winner or second with any other £1·80. SPSF: £106·43. NR: Cheeny's Brig.

PLACEPOT: £361·80.

## WOLVERHAMPTON

5.30: Shepherd's Hymn (G. Williams, 4-1F) 1; Squires Gold (10-1) 2; Indian (7-1) 3. 13 ran. 1½l, ½l. (T. Hill). Tote: Win £4·60; places £1·90, £2·10, £5·00; Dual F'cast £14·10; SPSF: £42·60. Tricast: £250·30. NR's: Celtic Princess & Monsoon.

(Objection to winner by second overruled.)

6.0: Gain The Day (Miss J. Blakeney, 33-1) 1; Primrose Wood (9-4) 2; Killkish (10-1) 3. 15 ran. ½l, ½l. (R. Blakeney). Tote: Win £164·20; places £44·70, £1·60, £2·30; Dual F'cast (winner or 2nd with any other) £1·30; SPSF: £105·94; Tricast: £762·63.

Killkish finished 2nd, but after an objection by the 3rd, was disqualified.

6.30: Personality Plus (R. Cranks, 3-1F) 1; De Flaviani (16-1) 2; Loriot (7-1) 3. 11 ran. Ben Spartan 31F. 8l, 3½l. (R. Francis). Tote: Win, £4·90; places, £3·10, £3·80, £2·60; Dual F'cast: £27·10. SPSF: £47·02. Tricast: £294·73.

7.0: Le Gran Brun (S. Smith Eccles, 11-4F) 1; Lady Shot (5-1) 2; Delator (9-1) 3. 9 ran. Sh hd, 6l. (J. King.) Tote: Win, £3·60; places, £1·30, £1·70, £3·40; Dual F'cast: £3·80. SPSF: £11·12; Tricast: £58·72. NR's: King's Brig & Reprieve.

7.30: Nebris (H. Davies, 4-9F) 1; Mutoo's Token (5-1) 2; Dryfehead (66-1) 3. 16 ran. 3l, 5l. (R. Akehurst.) Tote: Win, £1·60; places, £1·10, £1·90, £4·00. Dual F'cast: £2·01. SPSF: £2·01. NR: Roteami.

8.0: Broberry (R. Chapman, 4-11F) 1; Lady Tut (10-1) 2; West Oak (14-1JF) 3. 15 ran. (T. Brown.) Tote: Win, £6·10; places, £2·30, £2·10, £9·70. Dual F'cast: £31·00. SPSF: £43·16. Tricast: £158·09.

PLACEPOT: £12·35.


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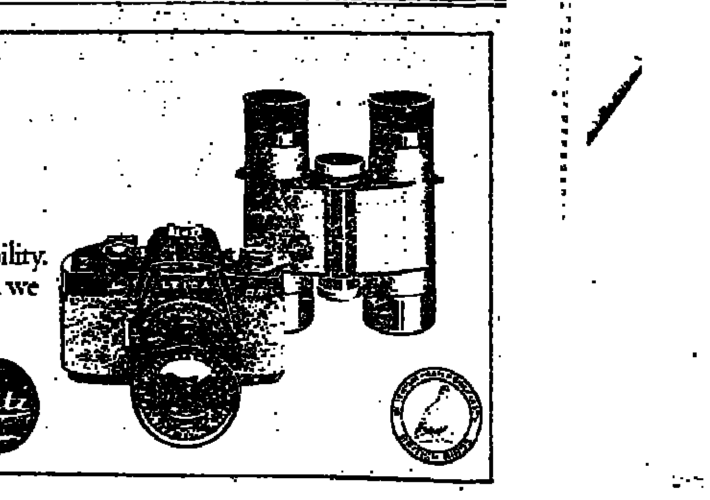

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*World Cup Soccer*

# SHILTON KEEPS ENGLAND ON COURSE

*By DONALD SAUNDERS in Bucharest*

**Rumania ...... 0 England ...... 0**

ENGLAND consolidated their position at the top of their World Cup qualifying group in Bucharest yesterday, wresting a hard-earned point from a match Rumania surely would have won if their shooting had been straighter or Peter Shilton were not still a great goalkeeper.

Bobby Robson had always expected this would be the most dangerous part of England's journey along the route to next year's finals in Mexico.

So it is likely to be. Indeed, as they flew home last night, Robson's men were left with no illusions about the difficulties of reaching Mexico, let alone succeeding if they get there.

Easy victories over Finland and Turkey and a somewhat lucky win in Belfast had tended to raise hopes that England were well on the way to becoming a major force in world soccer again.

At the August 23 Stadium last evening, it became apparent that much hard work remains to be done — especially in the creative department — before they are ready to take on the best in the world.

There were times in the second half when Shilton's goalkeeping and backs-to-the-wall defence by Butcher and his colleagues were all that prevented Rumania from marching to a handsome May Day victory.

It was certainly the most interesting, as well as the most difficult, game England have been involved in during the present campaign.

In an absorbing first half, both teams built moves neatly and skilfully in midfield, where Wilkins and Klein conducted a clean, tactical battle.

Despite the early loss of Iorgulescu, a key defender, the Rumanians enjoyed slightly the better of this early struggle and created more chances.

### Defence tested

Unfortunately for them, their front-runners, usually excellent marksmen, did not make the most of their opportunities.

This was partly because England's defence—being thoroughly tested for the first time since they met Uruguay, in Montevideo nearly a year ago — played with such assurance.

The remarkably confident Wright fitted in smoothly alongside the admirably calm Butcher in the centre. Anderson was back to his best on the right-flank, and Sansom was sharp and reliable as ever.

Even so, Shilton had to move smartly to turn aside a fierce shot by Negrila, and Camataru, Hagi and Klein should have made far better use of close-range opportunities.

England's best first-half chance fell to Robson, whose fierce header from Barnes' free kick bounced back off the angle of bar and post.

### Disappointing Robson

That was one of Robson's few positive contributions, during one of his least influential performances in an England shirt.

Undoubtedly, Robson's failure to move forward or defend with his usual skill and purpose was a major reason for the distinct change that came over the game after the interval.

Now Rumania built up moves skilfully, sometimes with bewildering speed. Soon they were dominating the game.

England's midfield would have been over-run, if Wilkins had not stubbornly defied Klein, Rednic and Baloni with the aid of the industrious Steven.

England's back four, under almost ceaseless pressure, stuck grimly to their task, allowing the Rumanians as little time and space as possible for a shot or header.

Yet Camataru, Hagi and Coras all should have scored. Hagi twice miss-directed shots from good positions, and Coras headed wide from only a few yards.

### Breathtaking saves

Moreover, when Camataru and Hagi did eventually get their range and direction correct, Shilton was there to frustrate them with breathtaking saves.

England's goalkeeper dived at the base of the post to save bravely from Camataru, and leapt the other way to turn aside Hagi's shot from point-blank range.

So, it would have been utterly unjust if Mariner had snatched victory near the end, instead of scooping England's only second-half chance over the bar from a few yards out.

Indeed, after Waddle had replaced Barnes and Lineker had taken over from Mariner, England were only too happy to hang on for a point.

ENGLAND.—Shilton (Southampton); Anderson (Arsenal), Sansom (Arsenal), Steven (Everton), Wright (Southampton), Butcher (Ipswich), Robson (Manchester United), Wilkins (AC Milan), Mariner (Arsenal), Francis (Sampdoria), Barnes (Watford). Subs: Waddle (for Barnes 72), Lineker (for Mariner 85).

RUMANIA. — Lung(?)u, Stefanescu, Iorgulescu, Rednic, Ungureanu, Coras, Klein, Camataru, Baloni, Hagi, Boloni(?). Subs: Iovan (for Iorgulescu 39), Lacatus (for Coras 77).

**GROUP 3 STANDINGS**

| | P | W | D | L | F | A | Pts |
|---|---|---|---|---|---|---|---|
| England | 4 | 3 | 1 | 0 | 14 | 0 | 7 |
| N. Ireland | 4 | 2 | 0 | 2 | 5 | 5 | 4 |
| Finland | 4 | 2 | 0 | 2 | 4 | 8 | 4 |
| Rumania | 3 | 1 | 1 | 1 | 5 | 3 | 3 |
| Turkey | 3 | 0 | 0 | 3 | 1 | 3 | 0 |

Last night's N. Ireland result not included.

Remaining matches: May 22: Finland v England. June 6: Finland v Rumania. Aug. 28: Rumania v Finland. Sept. 11: Turkey v N. Ireland: England v Rumania: 25: Finland v Turkey. Oct. 16: Rumania v N. Ireland: England v Turkey. Nov. 13: England v N. Ireland: 14: Turkey v Rumania.

Trevor Steven, the England No. 4, tangles with a Rumanian defender in Bucharest yesterday.

## ROBSON IS SATISFIED

By COLIN MALAM

**Bobby Robson, the England manager, paid tribute to the goalkeeping of Peter Shilton and the defending of the men in front of him.**

**"I'm quite pleased with the result," he said. "The important thing was that Rumania didn't get two points. It was a workmanlike performance by us, and I think you could say we have our first foot over the threshold of qualification.**

### Shilton prowess

**"Our back four played very well indeed. The two full-backs didn't miss a tackle all afternoon and Terry Butcher showed he is becoming a real world-class player.**

**"As for Peter Shilton, he made hard goalkeeping look very easy.**

**"It was a hard, gruelling match and our players ended it with great respect for the Rumanians. They were firm and resolute, but they were fair."**

## HAPPY WALES' DILEMMA

The indelible memory from Wales' World Cup success against Spain is Mark Hughes' superb goal in their 3-0 win, a 15-yard scissor kick of such acrobatic expertise, power and placement as to qualify as one of the great goals of all-time, writes **Roger Malone.**

Having gained the lead in Group Seven, Wales face a difficult decision over whether to give finance or their favourite ground top priority for their remaining match against Scotland in September.

The win over Spain makes it eight unbeaten matches at Wrexham's Racecourse Ground during Mike England's five-year managerial reign. He and his squad are convinced their chances of a second victory over Scotland will be greater if their rapport with this stadium and its crowd is maintained.

Yet the Welsh F.A., their finances critically reduced by the demise of the British Championship games, realise they would make much more money by playing Scotland at Cardiff's National Stadium.

### Tempting profit

The famous rugby ground holds 60,000 spectators compared to Wrexham's 28,000-capacity. There are also 30,000 seats, and a £250,000 profit could accrue by playing in Cardiff.

Mr England and his players, though, are not allowing this dilemma, to be decided next week, to cloud their joy at this week's proof that they have become, in three successive World Cup wins, a well-balanced, effective team, and a very fit team. That is the manager's view.

Van den Hauwe, Tuesday's newcomer, is in the defence to stay, and the perfect mixture of skill, speed and strength in the Ian Rush-Hughes spearhead improves with every match.

Providing Scotland win in Iceland this month, despite lacking Dalglish, Nicol, Hansen and Wark because of Liverpool's European Cup Final—and Spain take maximum points from two games against Iceland—the Wales v Scotland encounter will become crucial.

### FOOTBALL FIXTURES

Kick-off 7.30 unless stated

GOLA LGE.—Runcorn v Enfield.

SERVOWARM ISTHMIAN LGE.—Premier Div.: Hayes v Windsor, Tooting v Harlow, Wokingham v Epsom. Wycombe v Croydon. Div 1: Basildon v Met Police, Hampton v Bromley, Lewes v Chesham, Maidenhead v Leatherhead, Walton v Clapton, Woking v Farnboro. Div 2 North: Epping v Leyton W., Heybridge v Chalfont. Div 2 South: Grays v Eastbourne Utd (7.45), Hungerford v Egham.

SOUTHERN LGE. — Premier Div: Fisher v Trowbridge, Gloucester v Bedworth: Willenhall v Alvechurch.

CENTRAL LGE (7).—Div. 1: Derby v Coventry: Sheffield Wed v Sheffield Utd. Div. 2: Burnley v Scunthorpe: Hull v Bolton: Oldham v Preston.

FOOTBALL COMB.—Bristol R v Norwich (2.30): C Palace v Brighton (7): QPR v Swansea (2): Reading v Fulham, Swindon v Arsenal (7).

NORTHERN PREMIER LGE.—Northwich v Bangor, Matlock v Morecambe. President's Cup Final, 2nd leg: Rhyl v Macclesfield.

GREAT MILLS WESTERN LGE.—Premier Div.: Bristol C v Melksham (7.45), Bristol M F v Plymouth (6.45): Paulton v Exmouth (7.45); Weston-s-M v Mangotsfield (6.45).

SOUTH EAST COUNTIES LGE.—Div. I: Tottenham v Southend (Cheshunt).

RUGBY UNION. — Army Stringbok Sevens (Aldershot Military Stadium, 11, concluding rounds 2; final 5.30).

*Ice Hockey*

## SWINDON HAS NEW RINK

By HOWARD BASS

Britain's 40th ice rink has opened in Swindon. Designed for public skating and ice hockey and with accommodation for 1,500 spectators, it is part of the Link Centre, an £11 million leisure complex to be operated by Thameside Borough Council.

An American-designed ice surface measuring 56 metres x 26 metres, the first of its type to be installed in Britain, it has been fitted with all ice hockey requirements and there are plans for a local team to join the Heineken League.

WORLD CH'SHIPS (Prague). — Czechoslovakia 11, U.S. 2.

### YACHTING

R. LYMINGTON.—XOD Wed. pts: Mayday (Dr D. Mareby), 1; True Star (G. Shute), 2; La Mouette (J. Colwill), 3.

Bryan Robson (white shirt) up in the thick of action ready to pounce on any slip.

## Tottenham favourites to sign Waddle

*By ROGER MALONE*

CHRIS WADDLE, Newcastle's England forward coveted by Tottenham, and perhaps by Liverpool, has had an enormous £100,000 bait dangled in front of him to remain at St James' Park.

That is the reported amount, in signing-on-fee and wages, which his languid skills would earn him if he agreed to sign a new contract with Newcastle when his present one ends this summer.

But Jack Charlton, Newcastle's manager, conceded yesterday that his club, trying to build a positive future in the First Division following promotion last season, are likely to lose their outstanding talent.

Tottenham, who had a £550,000 bid turned down on transfer deadline day, remain favourites to sign the potential star-of-the-future.

### Liverpool's advantage

Liverpool, understood to be still weighing up how good Waddle might become in a year or so, have the advantage of being able to offer, in part-exchange, two players who Newcastle would welcome, defender Gary Gillespie and reserve goalkeeper Bob Bolder.

Arsenal, another ambitious London club who have not quite satisfied their demanding following this season, may also want Waddle, but Manchester United, once thought to be interested, will make no bid for him.

Mark Barham, Norwich's nimble midfielder sorely missed in their recent slide into relegation trouble, was back in training yesterday—after fears that a hamstring strain could put him out for the rest of the season.

Manager Ken Brown, although doubtful that Barham will be fit enough to return against Manchester United on Saturday, said last night: "I am confident he might figure in my plans for at least our final two matches."

### Contract for Mills

Gary Mills, whose big-hearted reply to breaking both legs in the past two seasons has been to regain his place in Nottingham Forest's midfield and score in three of the last four games, is to be rewarded with a new three-year contract.

Bobby Moore, the Southend manager so highly-respected by referees for his conduct during a distinguished West Ham and England playing career, has asked League referee Dave Axcell to instruct his players how to behave.

During Southend's decline down the Fourth Division, six of their players have been suspended. "It's essential there is a better liason between players and referees," said Mr Moore.

*Yachting*

## *Cudmore beaten by Australian heroes*

By TONY FAIRCHILD in Antibes

COLIN BEASHEL and his Australian crew continued their dominance of the Champagne Mumm-sponsored French match-racing series in Antibes yesterday when they completed eight rounds unbeaten.

Beashel, one of the heroes of the Australian II triumph in the America's Cup in 1983, finished the day also with a win over the British representative, Harold Cudmore.

Beashel had opened with a victory over the Swiss, Michel Maedor, and as the Coupe du Monde des Skippers continued in blistering sunshine under the walls of Old Antibes, he disposed of Michel Teweles, helmsman of France III for part of the America's Cup preliminaries two years ago.

Beashel, one of four helmsmen now being tried in match-race combat by the Alan Bond syndicate, was the Australia II crewman who went twice to the top of the 12-metre mast to effect repairs during one of the historic Cup races.

### Fewster in crew

Among Beashel's crew in Antibes, and to compete also in the Westerly sponsored Lymington Cup starting on May 10, is Damien Fewster, replacement bowman on Australia II when Scotty McAlister broke an arm in another mast incident during the 1983 Cup preliminaries.

Australia's crewing has been an impressive feature of the Antibes event, in which Cudmore yesterday extended his score by two further wins—the unsettled overnight protest in which he was involved having gone his way.

But, having then lost his second meeting with Beashel, Cudmore last night still faced another protest in the meeting which has, though, been surprisingly free of serious dispute.

PROVISIONAL RESULTS.—6th rd: Y. Pajot (France) bt T. Nava (Italy); C. Dickson (US) bt J. Faroux (France); C. Beashel (Australia) bt M. Maeder (Switzerland), H. Cudmore bt M. Teweles (France).

7th rd: Nava bt Faroux: Dickson bt Pajot, Beashel bt Teweles: Cudmore bt Maeder. 8th rd: Dickson bt Nava; Beashel bt Cudmore; Teweles bt Maeder; Pajot bt Faroux.

Overall: Beashel 8 wins, 1; Dickson 7, 2; Cudmore 5, 3.

*Hockey*

## SHAW CHOSEN WITH TAYLOR

John Shaw and Nick Taylor are the only uncapped players in the England hockey squad announced yesterday for the international against West Germany in Mulheim-Ruhr on May 12.

Taylor, the Reading goalkeeper, comes in for his better known namesake Ian Taylor, who is injured. Shaw, already capped by Great Britain, has the chance to make his first England appearance.

ENGLAND SQUAD.—J. Hurst (St Albans), N. Taylor (Reading), P. Barber (Slough), R. Dodds (Southgate), J. Potter (Hounslow), D. Craig (Southgate), D. Faulkner (Guildford), J Duthie (Southgate), K. Bhaura (Hounslow), M. Grimley (Brooklands), R. Cliff (Hounslow), J. Shaw (Southgate), N. Hughes (Wakefield), S. Kelly (Southgate), I. Sherwani (Stourport), R. Leman (East Grinstead).

**TRUMAN SOUTH LGE**
**MIDDX, BERKS, BUCKS & OXON REGIONAL**

| | P | W | D | L | F | A | Pts |
|---|---|---|---|---|---|---|---|
| Amersham | 15 | 13 | 1 | 1 | 35 | 9 | 27 |
| Sunbury | 15 | 9 | 3 | 3 | 20 | 11 | 21 |
| Hayes | 15 | 6 | 6 | 3 | 24 | 15 | 18 |
| Gerrards Cross | 15 | 6 | 6 | 3 | 20 | 16 | 18 |
| City of Oxford | 14 | 8 | 2 | 4 | 22 | 19 | 18 |
| Marlow | 15 | 6 | 5 | 4 | 28 | 21 | 17 |
| Polytechnic | 15 | 7 | 3 | 5 | 24 | 18 | 17 |
| Hendon | 14 | 6 | 4 | 4 | 25 | 20 | 16 |
| Aylesbury | 15 | 5 | 6 | 4 | 28 | 27 | 16 |
| Tilehurst | 15 | 4 | 5 | 6 | 12 | 17 | 13 |
| Harrow Swans | 15 | 4 | 4 | 7 | 14 | 22 | 12 |
| Bracknell | 15 | 2 | 6 | 7 | 15 | 23 | 10 |
| Staines | 15 | 3 | 4 | 8 | 15 | 33 | 10 |
| Reading Univ. | 15 | 3 | 3 | 9 | 15 | 26 | 9 |
| Richings Pk. | 15 | 3 | 3 | 9 | 12 | 27 | 9 |
| Banbury | 15 | 2 | 3 | 10 | 14 | 30 | 7 |

### CYCLING

TOUR OF SPAIN (8th stage, Aguilar de Campoo-Logrono, 145 miles).—A. Camarillo (Spain) 6hr 35min 13sec, 1. S. Kelly (Ireland) at 6: 59, 7. Overall: R. Cabestany (Spain) 1; R. Millar (Scotland) 2.

## OTHER SPORT TODAY

GOLF. — Women's Ford Classic (Woburn); Northern Open (Inverness); Martini Brtler Ball, Regional Final (Saunton).

LAWN TENNIS. — L T A T'ments: Sutton & Worthing.

SPEEDWAY (7.30). — Lge Cup: BJLC: Sheffield v Cradley Heath; Ipswich v Wolverhampton. Nat. Lge: Arena Essex v Wimbledon; Ellesmere Port v Glasgow. KO Cup: Middlesbro v Stoke.

## *Whiteside sends N. Ireland on*

By MICHAEL CALVIN

**Northern Ireland ... 2 Turkey ... 0**

NORMAN WHITESIDE, a rare young man with the competitive temperament of a veteran, last night scored goals which rescued Northern Ireland from an unexpectedly nervous ordeal against Turkey at Windsor Park, Belfast.

The Irish lingering disappointment with England's failure to win in Rumania in their mutual Group 3 was replaced by a disturbing sense of anxiety which offered the Turks a rare glimpse of success.

Apparently overwhelmed by the need to record a convincing victory in their last home game, the Irish were disjointed and appeared to lack any semblance of attacking ingenuity.

Even their traditionally partisan supporters caught the mood, watching in near silence as the Turks, conditioned to failure at international level, discovered some self belief.

### Jennings' save

Jennings playing in his sixth World Cup qualifying campaign, had to make an acrobatic save from the industrious Metin and then had cause to be grateful for Stewart's saving tackle on Hassan.

Understandably the crowd greeted Whiteside's breakthrough with very vocal relief. McClelland advanced down the left and crossed for Whiteside, timing his run perfectly, to head beyond Erhan in the Turkish goal.

However, Whiteside's zeal in the end proved costly. His booking in the 74th minute for a push on Rasit ensures that he will be suspended for the return match in Ismir in September.

Whiteside, readapting to an attacking role with such maturity that it was easy to overlook the fact that he is still not 20 years old, lifted the pressure still further with a second goal eight minutes after the interval.

Quinn and Brotherston created confusion in the Turkish defence before Nicholl supplied a near-post cross which Whiteside converted with a decisive downward header.

All the earlier traumas were forgotten as the Irishmen now demonstrated urgency their task required. Their new sense of purpose was typified by McClelland who beat three men in a surging run before firing a 25-yard drive which flew just wide.

NORTHERN IRELAND. — Jennings (Arsenal); Nicholl (West Bromwich), Donaghy (Luton), O'Neill (Leicester), McClelland (Watford), Ramsey (Leicester), Brotherston (Blackburn), McIlroy (Stoke), Quinn (Blackburn), Whiteside (Man. Utd), Stewart (QPR).

TURKEY.—Erhan; Rasit, Abdulkerim, Semih, O. Hasan, Yusuf, Ismail, Metin, Ilyas, Mujdat, K. Hasan.

Referee.—B. Galler (Switzerland).

## HOLLAND'S HOPES ARE RAISED

By BILL MEREDITH

HOLLAND, beaten finalists in the 1974 and 1978 World Cup finals, are clinging to a faint hope of reaching Mexico next year after a 1—1 draw with Austria in Rotterdam last night.

Both goals were scored in the second-half, with Wim Kieft putting Holland ahead and Walter Schachner equalising for Austria.

Holland are now five points behind Hungary in Group Five—and they have to visit Budapest on May 14.

**Yugoslavia** scraped home 1-0 against Luxembourg in Group Four. Fadilj Vokri scored two minutes from time to push Yugoslavia into second place, behind France, who meet Bulgaria today in Sofia.

WORLD CUP.—Group 1: Belgium 2, Poland 0 (Brussels).

**GROUP 1 TABLE**

| | P | W | D | L | F | A | Pts |
|---|---|---|---|---|---|---|---|
| Belgium | 5 | 3 | 1 | 1 | 7 | 3 | 7 |
| Poland | 3 | 1 | 1 | 1 | 5 | 5 | 3 |
| Albania | 4 | 1 | 1 | 2 | 3 | 5 | 3 |
| Greece | 4 | 1 | 1 | 2 | 3 | 5 | 3 |

Remaining matches: May 19: Greece v Poland. 30: Albania v Poland. Sept. 11: Poland v Belgium. To be arranged: Albania v Greece.

WORLD CUP.—Group 4: Luxembourg 0, Yugoslavia 1 (Luxembourg).

**GROUP 4 TABLE**

| | P | W | D | L | F | A | Pts |
|---|---|---|---|---|---|---|---|
| Yugoslavia | 5 | 3 | 2 | 0 | 5 | 2 | 8 |
| France | 4 | 3 | 1 | 0 | 7 | 0 | 7 |
| Bulgaria | 4 | 2 | 1 | 1 | 5 | 1 | 5 |
| E. Germany | 4 | 1 | 0 | 3 | 7 | 6 | 2 |
| Luxembourg | 5 | 0 | 0 | 5 | 0 | 15 | 0 |

Remaining matches.—May 2: Bulgaria v France. 18: E. Germany v Luxembourg. June 1: Bulgaria v Yugoslavia. Sept. 11: E. Germany v France. 25: Luxembourg v Bulgaria. 28: Yugoslavia v E. Germany. Oct. 30: France v Luxembourg. Nov. 16: France v Yugoslavia; E Germany v Bulgaria.

WORLD CUP.—Group 5: Holland 1, Austria 1 (Rotterdam).

**GROUP 5 TABLE**

| | P | W | D | L | F | A | P |
|---|---|---|---|---|---|---|---|
| Hungary | 5 | 5 | 0 | 0 | 12 | 3 | 10 |
| Holland | 5 | 2 | 1 | 2 | 10 | 5 | 5 |
| Austria | 5 | 2 | 1 | 2 | 5 | 8 | 5 |
| Cyprus | 5 | 0 | 0 | 5 | 3 | 14 | 0 |

Remaining matches May 7: Austria v Cyprus. 14: Hungary v Holland.

### SPEEDWAY

LGE CUP.—Coventry 39 (T. Knudsen 9, K. Tatum 9, R. Miller 9), Oxford 39 (H. Nielsen 11, S. Wigg 11). Oxford take League Cup bonus point.

## YESTERDAY'S FOOTBALL RESULTS

**WORLD CUP—Group 3**

N. Ireland (1) 2 Turkey (0) 0
Whiteside 2 —18,000

Rumania (0) 0 England (0) 0 —35,000
(In Bucharest)

**Group 6**

R. of Ireland (0) 0 Norway (0) 0

**CANON LGE—Div. III**

Reading (1) 1 Walsall (0) 1
Senior O'Kelly —1,739

**DIVISION IV**

Darlington (0) 0 Blackpool (2) 4
Conroy, O'Keefe, Stewart, Deary —7,021

Chester (0) 2 Hereford (1) 1
Rimmer 2 (1 pen.) Kearns —1,501

EUROPEAN U-21 CH'SHIP. — Group 4: Bulgaria 4, France 0 Plovdiv).

SCOTTISH LGE.—Prem. Div.: Celtic 1, Rangers 1.

FOOTBALL COMB.—Oxford 3, Charlton 0—Southampton 1, Fulham 3. Postponed: Portsmouth v Chelsea.

CENTRAL LGE.—Div. 1: Aston Villa 3, Blackburn 1—Barnsley 1, WBA 0—Newcastle 1, Liverpool 2. Div. II: Bolton 4, Wolves 1—Doncaster 0, Leicester 3—Grimsby 2, Sunderland 4—Port Vale 0, York 3.

SERVOWARM ISTHMIAN LGE.—Div. 1 South: Feltham 1, Newbury 1.

GOLA LGE.—Altrincham 0, Barnet 2—Boston Utd 1, Bath 2—Wealdstone 1, Frickley 1.

HELLENIC LGE.—Prem. Div: Clanfield 1, Moreton 4—Sharpness 3, Fairford 1—Supermarine 2, Abingdon 1—Wallingford 1, Rayners Lane 1. Postponed: Thame v Hounslow.

GT MILLS WESTERN LGE. — Prem. Div.: Bideford 0, Saltash 2—Mangotsfield 3, Barnstaple 2.

LONDON SPARTAN LGE. — Collier Row 0, Edgware 0.

ESSEX SENIOR CUP.—Final: Dagenham 1, Walthamstow 2.

NORTHERN PREM LGE.—Burton 1, Worksop 1.

SCHOOLS.—ESFA Home Counties Cup: Surrey 3, Inner London 2.

RUGBY UNION.—Club: Maesteg 55, P(?) 18.

RUGBY LEAGUE.—Slalom Lager Premiership, semi-final: Hull KR 15, Leeds 14

*Fencing*

## MAJOR EVENT FOR WALES

By BILL MEREDITH

Wales have agreed to stage the 1986 Commonwealth Games Fencing Championships at the National Sports Centre in Cardiff on June 28-July 5.

The Sports Council for Wales and the Wales Tourist Board are supporting the event, and it is hoped for some commercial backing.

### BASEBALL

AMERICAN LGE.—Minnesota 11, Detroit 2—Baltimore 9, Chicago White Sox 7—Texas 8, New York Yankees 4—Kansas 5, Cleveland 1—California 3, Boston 2—Toronto 4, Oakland 3—Seattle 4, Milwaukee 2.

NAT. LGE.—Chicago Cubs 5, San Francisco 1—Pittsburgh 6, San Diego 3—Philadelphia 11, Montreal 0—Atlanta 8, Cincinnati 4—New York Mets 4, Houston 1—St Louis 6, Los Angeles 1.

### YACHTING

WEST SOLENT CRUISER RACING ASSN.—Christchurch Lodge Race, Class 1: Highwayman (P Johnson), 1; Moonlight (M. Brown), 2; Box Clever (J. Bence), 3. Class 2: Woodpecker (B. Turner), 1; Ju Ju (F. Parsons), 2; Blue Halo (K. Hall), 3.

### GOLF

WILSON CLUB PROF. CH'SHIP.—Midland qualifier (Beau Desert): 72—N. Selwyn-Smith (Forest of Arden) & T. Squires (Boston). Selwyn-Smith won sudden death play-off.

WORCS WOMEN'S COUNTY CH'SHIP (Stourbridge).—Qtr.-finals: J. Kerr (Redditch) bt M. Carr (The Worcestershire) 1 up; L. Waring (Hereford) bt J. Hawkins (The Worcestershire) 1 up; S. McMurray (Stourbridge) bt L. Plim (Redditch) 3 & 2; E. Denton (Stourbridge) bt A. Kinson (Stourbridge) 3 & 1.

### HOCKEY

WOMEN'S INTERNATIONAL FRIENDLY (Dortmund).—W. Germany 5, Scotland 1.

### BOWLS

WOMEN'S COUNTY.—Somerset 141, Glamorgan 93.

*Group Six*

## NORWAY THWART IRISH

**Republic of Ireland ... 0, Norway ... 0**

THE Republic of Ireland's dreams of qualifying for the 1986 World Cup Finals were dealt a devastating blow in Dublin last night.

Norway played out a lack-lustre goalless draw at Lansdowne Road to minimise the chances of manager Eoin Hand taking his men to Mexico.

The Irish, with just three points from four games, face a gargantuan task this summer.

Their remaining four matches take in the group leaders Switzerland, home and away, a trip to play the Russians, and a home game against Denmark.

The Republic had the better of the early exchanges and forced three corners in as many minutes. After half-an-hour, Galvin hit a volley from a cross by Daly, but Thorstvedt in the Norwegian goal made a great save.

Five minutes later, Thoresen had a chance to put Norway ahead when he was set free down the middle. But Bonner in the Irish goal deflected the shot for a corner.

Stapleton put the ball away in the 58th minute after a header from O'Leary came back off the crossbar. But it was disallowed, and added to the frustration of the crowd, who had booed their side off at half-time.

The Irish never looked like breaking the deadlock and, despite the efforts of Liverpool's Lawrenson in particular, will need to reflect that honest endeavour is no substitute for skill.

The sight of Liam Brady walking disconsolately to the touchline after being substituted for the first time in 51 internationals told it all.

REPUBLIC OF IRELAND.—Bonner (Celtic); Langan (Oxford), Beglin (Liverpool), Lawrenson (Liverpool), O'Leary (Arsenal), Brady (Inter Milan), Daly (Birmingham), Robinson (QPR), Galvin (Tottenham), Stapleton (Manchester Utd), Waddock (QPR).

NORWAY. — Thorstvedt, Fjaelberg, Kolstahl, Hareide, Henriksen, Herlovsen, Ahlsen, Soler, Okland, Moen, Thoresen.

**GROUP 6 TABLE**

| | P | W | D | L | F | A | Pts |
|---|---|---|---|---|---|---|---|
| Switzerland | 3 | 2 | 1 | 0 | 4 | 2 | 5 |
| Denmark | 3 | 2 | 0 | 1 | 4 | 1 | 4 |
| Norway | 5 | 1 | 2 | 2 | 2 | 3 | 4 |
| Rep. of Ireland | 4 | 1 | 1 | 2 | 1 | 4 | 3 |
| USSR | 3 | 0 | 2 | 1 | 3 | 4 | 2 |

Remaining matches.—Today: USSR v Switzerland. June 2: Rep. of Ireland v Switzerland. 5: Denmark v USSR. Sept. 11: Switzerland v Rep. of Ireland. 25: USSR v Denmark. Oct. 9: Denmark v Switzerland. 16: Norway v Denmark; USSR v Rep. of Ireland. 30: USSR v Norway. Nov. 13: Switzerland v Norway; Rep. of Ireland v Denmark.

## ATLANTIC WEATHER—Noon May 1

*Low "X" will remain stationary with little change while a new Low runs out from Newfoundland to be south of Low "X". High "A" will remain in almost the same place with little change. Complex Low "S" will drift slowly south while Lows "U" and "A" remain unchanged.*

### HOME AND ABROAD

| | | F | C | | | F | C |
|---|---|---|---|---|---|---|---|
| Ajaccio | s | 64 | 18 | Lima | f | 68 | 20 |
| Akrotiri | s | 66 | 19 | Lisbon | f | 68 | 20 |
| Alexndria | c | 72 | 22 | Locarno | s | 73 | 23 |
| Algiers | s | 82 | 28 | London | f | 55 | 13 |
| Amstrdm | c | 46 | 8 | *Los An. | s | 59 | 15 |
| Ascensn | s | 86 | 30 | Luxmbrg | c | 48 | 9 |
| Athens | s | 66 | 19 | Luxor | s | 108 | 42 |
| Bahrain | s | 86 | 30 | Madrid | s | 73 | 23 |
| *Barbads | f | 84 | 29 | Majorca | s | 73 | 23 |
| Barcelona | s | 68 | 20 | Malaga | s | 72 | 22 |
| Beirut | s | 70 | 21 | Malta | s | 68 | 20 |
| Belfast | f | 50 | 10 | Manchstr | c | 48 | 9 |
| Belgrade | s | 64 | 18 | Melbrne | s | 66 | 19 |
| Berlin | r | 46 | 8 | *Mexico | s | 52 | 11 |
| *Bermuda | s | 70 | 21 | Miami | s | 81 | 27 |
| Biarritz | s | 63 | 17 | Milan | s | 72 | 22 |
| Birmngm | f | 52 | 11 | Montreal | s | 55 | 13 |
| Blackpl | f | 48 | 9 | Moscow | r | 41 | 5 |
| Bordeaux | c | 66 | 19 | Munich | r | 48 | 9 |
| *Boston | s | 81 | 27 | Nairobi | f | 73 | 23 |
| Boulogne | f | 52 | 11 | Naples | c | 64 | 18 |
| Bristol | f | 54 | 12 | Newcastle | f | 52 | 11 |
| Brussels | c | 48 | 9 | N. York | c | 78 | 26 |
| Budapest | c | 54 | 12 | Nice | s | 63 | 17 |
| B. Aires | f | 59 | 15 | Oporto | s | 79 | 26 |
| Cairo | s | 81 | 27 | Oslo | r | 39 | 4 |
| C. Town | s | 68 | 20 | Paris | c | 59 | 15 |
| Cardiff | f | 54 | 12 | Peking | f | 75 | 24 |
| Cologne | c | 50 | 10 | Perth | s | 73 | 23 |
| Copnhgn | f | 43 | 6 | Prague | r | 52 | 11 |
| *Chicago | f | 75 | 24 | Reykjavk | f | 43 | 6 |
| Corfu | s | 64 | 18 | Rhodes | s | 68 | 20 |
| *Dallas | f | 81 | 27 | *Rio de J | c | 86 | 30 |
| *Denver | c | 61 | 16 | Riyadh | f | 99 | 37 |
| Dublin | c | 50 | 10 | Rome | c | 64 | 18 |
| Dubrvnik | s | 63 | 17 | Salzburg | r | 52 | 11 |
| Edinburgh | f | 52 | 11 | *San Fr. | s | 64 | 18 |
| Faro | c | 68 | 20 | *Santiago | s | 63 | 17 |
| Florence | f | 68 | 20 | *S. Paulo | c | 75 | 24 |
| Frankfrt | c | 55 | 13 | Seoul | c | 73 | 23 |
| Funchal | c | 63 | 17 | Singapre | f | 84 | 29 |
| Geneva | c | 59 | 15 | Strasburg | s | 59 | 15 |
| Gibraltar | f | 68 | 20 | Stockhlm | c | 37 | 3 |
| Glasgow | f | 48 | 9 | Sydney | f | 66 | 19 |
| Guernsey | s | 50 | 10 | Tel Aviv | c | 66 | 19 |
| Helsinki | dr | 41 | 5 | Tenerife | c | 66 | 19 |
| Hongkong | c | 75 | 24 | Toronto | c | 48 | 9 |
| Innsbruck | f | 57 | 14 | Tokyo | s | 75 | 24 |
| Inverness | f | 50 | 10 | Tunis | s | 73 | 23 |
| I.o.M. | r | 48 | 9 | Valencia | s | 70 | 21 |
| Istanbul | s | 55 | 13 | *Vancver | f | 48 | 9 |
| Jeddah | s | 99 | 37 | Venice | s | 61 | 16 |
| Jersey | c | 54 | 12 | Vienna | r | 52 | 11 |
| Larnaca | s | 73 | 23 | *Washtn | s | 81 | 27 |
| L. Palmas | c | 66 | 19 | Zurich | f | 54 | 12 |

Key: c—cloudy, f—fair, r—rain, s—sunny, dr—drizzle. Temps: (F&C) lunchtime generally. Asterisk indicates previous day's readings.

### LONDON READINGS

Max. temp. (6 a.m. to 6 p.m.); 57F (14C). Min. temp. (6 p.m. to 6 a.m.) 46F (8C). Rainfall nil. Sunshine 7·1 hours.

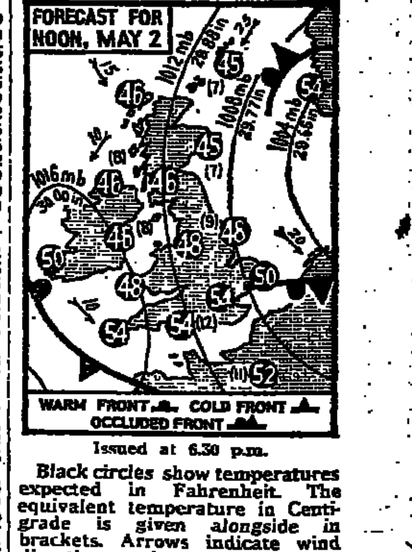
In Britain yesterday (daytime): Warmest Littlehampton 61F (16C): Coldest Fair Isle 45F (7C); Wettest Fair Isle 0·67 inch; Sunniest St. Andrews 15·1.

Lighting-up time 8.55 p.m. to 4.59 a.m. Sun rises 5.31 a.m. Sets 8.25 p.m. Moon rises 5.17 p.m. Sets 5.4 a.m. tomorrow. High water at: London Bridge 12.9 a.m. (20.4ft) 12.49 p.m. (22.8ft). Dover 9.47 a.m. (20ft) 10.10 p.m. (21ft).

### ICE HOCKEY

STANLEY CUP PLAY-OFFS.—Division finals: Montreal 3, Quebec 2 (series tied 3-3); Chicago Black Hawks 6, Minnesota 5 (Chicago win 4-2).

### BRITISH ISLES




Issued at 6.30 p.m.

Black circles show temperatures expected in Fahrenheit. The equivalent temperature in Centigrade is given alongside in brackets. Arrows indicate wind direction and speed in m.p.h. Pressures in millibars and inches.

### BRITISH RESORTS

Reports for the 24 hours to 6 p.m. yesterday:

| | Sun hrs. | Rain ins. | Max. Temp. F | C | Weather (day) |
|---|---|---|---|---|---|
| **East** | | | | | |
| Tynem'th | 12.3 | — | 55 | 13 | Sunny |
| S'carboro' | 12.8 | — | 57 | 14 | Sunny |
| Bridlingtn | 12.4 | — | 55 | 13 | Sunny |
| Lowestoft | 9.3 | 0.09 | 55 | 13 | Sunny |
| Clacton | 8.7 | — | 55 | 13 | Sunny |
| Margate | — | — | 55 | 13 | Bright |
| **South** | | | | | |
| Folkestone | 8.0 | — | 59 | 15 | Sun am |
| Hastings | 9.9 | — | 59 | 15 | Sunny |
| Eastb'rne | 11.4 | — | 55 | 13 | Sunny |
| Brighton | 9.6 | — | 55 | 13 | Sunny |
| Worthing | 10.6 | — | 59 | 15 | Sunny |
| Little'ptn | 10.5 | — | 61 | 16 | Sunny |
| Bognor | 11.2 | — | 59 | 15 | Sunny |
| Hayling I. | 11.6 | — | 59 | 15 | Sun am |
| Southsea | 11.2 | — | 59 | 15 | Sunny |
| Ryde | 10.8 | — | 59 | 15 | Sunny |
| S'nown | 9.1 | — | 59 | 15 | Sunny |
| Ventnor | 10.4 | — | 55 | 13 | Sunny |
| B'mouth | 9.9 | — | 57 | 14 | Bright |
| Poole | 9.8 | — | 59 | 15 | Sunny |
| Swanage | 10.5 | — | 57 | 14 | Cldy pm |
| Weym'th | 10.9 | — | 57 | 14 | Sunny |
| Exmouth | 10.8 | — | 55 | 13 | Sunny |
| Teign'th | 9.2 | — | 57 | 14 | Sunny |
| Torquay | 10.7 | — | 57 | 14 | Sunny |
| Falmouth | 10.2 | — | 55 | 13 | Sunny |
| Penzance | 10.7 | — | 55 | 13 | Sunny |
| Scilly Is. | 10.4 | — | 55 | 13 | Sunny |
| Jersey | 10.9 | — | 55 | 13 | Sunny |
| Guernsey | 12.6 | — | 55 | 13 | Sunny |
| **West** | | | | | |
| Newquay | 10.4 | — | 57 | 14 | Sunny |
| Ilfrac'be | 10.9 | — | 52 | 11 | Sunny |
| Southport | 4.2 | 0.01 | 50 | 10 | Cloudy |
| Morec'be | 5.0 | 0.02 | 50 | 10 | Brgt pm |
| Douglas | 3.1 | 0.06 | 50 | 10 | Shrs pm |
| **Wales** | | | | | |
| Colwyn B. | 9.1 | — | 52 | 11 | Sunny |
| Tenby | 9.3 | — | 54 | 12 | Sunny |
| **Scotland** | | | | | |
| Eskdale'r | 10.6 | 0.08 | 52 | 11 | Hail pm |
| Prestwick | 11.0 | 0.06 | 54 | 12 | Shrs am |
| Glasgow | 12.5 | 0.01 | 54 | 12 | Showers |
| Tiree | 10.8 | 0.13 | 52 | 11 | Hail am |
| Storno'y | 11.0 | 0.06 | 52 | 11 | Bright |
| Lerwick | 3.8 | 0.45 | 48 | 9 | Rain am |
| Wick | 3.8 | 0.23 | 48 | 9 | Hail |
| Kinloss | 6.2 | 0.08 | 50 | 10 | Showers |
| St Andr's | 15.1 | 0.02 | 55 | 13 | Shrs pm |
| Edinburgh | 10.7 | — | 55 | 13 | Hail pm |
| **Nthn Ireland** | | | | | |
| Belfast | 1.9 | 0.04 | 52 | 11 | Showers |
| **Lake Dist.** | | | | | |
| Ambleside | 3.6 | 0.12 | 50 | 10 | Sun pds |
| Kendal | 3.4 | 0.10 | 49 | 9 | Sun pds |

PPA CERTIFIED DIVIDENDS
All dividends subject to rescrutiny. MATCHES PLAYED 27th APRIL

LITTLEWOODS POOLS, LIVERPOOL
ANOTHER WEEK OF FABULOUS FORTUNES
COLCHESTER MAN £669,135
RYDE WOMAN £139,165 | DURHAM MAN £135,294 | WASHINGTON MAN £138,432
BLACKPOOL MAN £138,432 | BOSTON WOMAN £135,294 | WREXHAM MAN £138,432
TREBLE CHANCE PAYING 6 DIVIDENDS
24 PTS........ £133,827·18
23 PTS.......... £1,760·16
22½ PTS........ £483·96
22 PTS............ £91·68
21½ PTS .......... £26·64
21 PTS ............ £7·95
Treble Chance dividends to units of ⅘p.
4 DRAWS .......... £9·80
10 HOMES ...... £802·35
4 AWAYS.......... £13·60
Above dividends to units of 10p
Expenses and Commission 13th April 1985—30·5%
GET YOUR COUPON IN EVERY WEEK

VERNONS POOLS LIVERPOOL
This Week's Top Winners include
WARWICK MAN £85,594 | BIRMINGHAM CLIENT £89,220
LONDON CLIENT £81,312 | GILLINGHAM MAN £86,760 | O'SEAS CLIENT £82,681
FOR 5 GOES A PENNY STAKES
FIVE GOES A PENNY TREBLE CHANCE 5 DIVIDENDS
24 pts ......... £81,263·20
23½ pts ......... £370·35
23 pts ........... £126·40
22½ pts ........... £25·45
22 pts ........... £5·50
Treble Chance Dividends to Units of 1·5p.
9 HOMES ........... £278·65 (Nothing Barred)
5 AWAYS ........... £8·55 (Nothing Barred)
PIC 6 ........... £23·70
Above Dividends to Units of 10p.
Expenses and Commission for 13th April 1985—31·5%
For coupons Phone 01-200 0200 (24 hr Service)

ZETTERS POOLS LONDON EC1
A.L. of Herts. £13,757 | D.T. of Berks. £13,365 | E.R. of Norfolk £13,008
Mrs. R.W. of Kent £12,918 | J.S. of Herts. £12,918 | all for only 15 goes a 1p
TREBLE CHANCE POOL
24 Pts...£12,918.20
23 Pts.........£90.20
22½ Pts........£33.05
22 Pts...........£5.70
FOR ONLY 1/15p
4 DRAWS..... £8.40
4 AWAYS..... £6.00
4 SUPER HOMES...£1,643.00
Above dividends to 10p units
Expenses & Commission for 13.4.85—35.9%
£100,000 For 27.4.85 If you have crossed out all Eight Numbers
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PHONE 01-253 5376 FOR YOUR BEST BET COUPONS

# TELEVISION

## THURSDAY GUIDE BY RONALD HASTINGS

## BBC-1

**6 50** a.m.-9.20 **BREAKFAST TIME**, with Frank Bough and Mike Smith. 10.30-10.50 Play School.

**12 30** **NEWS, WEATHER.** 12.57 Regional News. (London and South East only: Financial Report and News). 1 Pebble *Mill at One*: Princess Anne presents the 1985 Youth Caring Awards. 1.45-2 Trumpton, rpt. 3.53 (not London) Regional News.

**3 55** **MOP AND SMIFF**: The Special Day. 4.10 Ivor the Engine, rpt. 4.15 Jigsaw. 4.30 Bananaman, rpt. 4.35 Dogtanian and the Three Muskehounds. 4.55 John Craven's Newsround.

**5 05** **BLUE PETER**—Including preview of Sunday's 24th Historic Commercial Vehicle Society's London to Brighton run. (*Ceefax*). 5.35 Dr. Kildare, rpt. (Wales: Wales Today).

**6 00** **NEWS, WEATHER.**

**6 35** **REGIONAL MAGAZINES.** (Wales: Dr. Kildare).

**7 00** **EASTENDERS**—Another chapter of East End life. (Ceefax).

**7 30** **TOMORROW'S WORLD**—Lively presentation of new ideas in the world of science.

**7 55** **TOP OF THE POPS**—Introduced by Mike Smith and Richard Skinner.

**8 30** **THE LENNY HENRY SHOW** — Comedy repeat. (Wales: Week In Week Out).

**9 00** **NEWS, WEATHER.**

**9 25** **CRIMEWATCH U.K.**—With three unsolved, serious crimes requiring viewers' attention, two children who died in a fire at Hastings, two ladies who vanished from North Wales and two very valuable stolen rings.

**10 05** **QUESTION TIME**—Sue Lawley in the chair again, with Lord Barnett, Margaret Clay, Patrick Jenkin and Michael Montague.

**11 05** **CRIMEWATCH UPDATE** — Developments and progress from the earlier programme.

**11 15** **THE LEARNING MACHINE**—Why is so much educational software so lousy? That is the question posed by Tim O'Shea. 11.40 Weather.

## BBC-2

**6 30** a.m.-7.20 **OPEN UNIVERSITY.** 9.38-2.35 p.m. Daytime on Two, a sequence of nine short educational programmes. 5.25 News, Weather. 5.30 Lifegames: The Powers That Be, Steve Blacknell on bureaucracy, rpt.

**6 00** **THE INVADERS**—The Ransom. Vincent and one of his believers capture an alien leader, but he is too important to keep for fear of reprisals.

**6 50** **PHIL SILVERS**—As Sergeant Bilko in "Dinner at Sowici's". Repeat, b/w.

**7 15** **CARTOON TWO**—Seaside Woman. A sleepy Caribbean village, with music by Wings.

**7 20** ★ **RECOVERY**—The Move: Vickers Defence Systems. A new, five-part series about well known manufacturing companies which have been close to financial disaster, but struggled to pull through. Vickers once employed 140,000, built Spitfires and Wellingtons, half the guns, one-third of our tanks and 250 R.N. ships, now they employ only 22,000 with many huge works and buildings demolished. Nationalisation removed half of Vickers's profit-making. In a good, important film Brian Redhead visits Newcastle to meet the managing director, Gerry Boxall. They are still making rows of tanks.

**7 45** **HOW WE LOOK** — The Art of Making Faces. Colin Thompson on how reliable faces are to reflect character in art, with side glances at Darwin and horses.

**8 30** **TOPOL'S ISRAEL**—Passing through Masada, past the Dead Sea to the desert of the Red Sea and Eilat where, like the Holiday programme, they have topless bathing.

**9 00** **LEAVING**—Returning for another six-part series by the industrious and, for some, monotonous, Carla Lane, with Susan Hampshire and as her ex-husband, Keith Barron, now about to start new lives. (Ceefax).

**9 30** ★ **FORTY MINUTES**—Laughter in Gabrovo. The Balkan town has, unbelievably, a House of Humour and Satire where *a festival of laughter is regularly held attended by wits* and comics. Done more or less straight-faced or deadpan, this is a remarkably entertaining film with the sturdy natives described seriously as "a nation of fun-loving rose-growers" living in "the Manchester of Bulgaria". Scene after scene of heavily built, glowering funsters enjoying a joke on the stairs or gazing at such risible representations as statues. No less than 80 humour operatives work at the House but the overall effect is one of wriggling misery. Our English visitors don't find the lack of alcoholic drinks half as funny as the local Bulgarian suits, and there is a boring avalanche of cartoons identifying President Reagan with Mister H. Bomb.

**10 05** **NAT GONELLA, THAT RHYTHM MAN!**—A concert celebrating the first date by the Nat Gonella band in Newcastle 50 years ago, with Mr. Gonella still here to sing songs, with the Digby Fairweather Sextet.

**10 40** **NEWSNIGHT**—At 11.25 Weather. 11.30 Weekend Outlook, Open University preview. 11.35-12.30 Open University.

## ITV Thames

**6 15** a.m. **GOOD MORNING BRITAIN.** 9.25 Thames News Headlines. 9.30 For Schools. 11.55 Rub a Dub Dub.

**12 00** **FOXTALES.** 12.10 Mooncat and Co., rpt. 12.30 The Sullivans. 1 News. 1.20 Thames News.

**1 30** **FALCON CREST**—The Triumvirate. 2.25 *Home Cookery* Club: Pasta Special. 2.30 Play It Again, a new series in which people talk about their favourite films, starting with Arthur Marshall. 3 Gems, episode 52. 3.25 Thames News Headlines. 3.30 Sons and Daughters.

**4 00** **FOXTALES**—Repeat. 4.15 Batfink. 4.20 Wonders in Letterland. 4.40 First Post. 5 Dangermouse. 5.15 Thames Sport, including an interview with the new world snooker champion, Dennis Taylor.

**5 45** **NEWS.**

**6 00** **THAMES NEWS**—With Andrew Gardner and Tina Jenkins.

**6 25** **HELP!**—Coping with facial disfigurement.

**6 35** **CROSSROADS.**

**7 00** **EMMERDALE FARM**—Jack Sugden has news of Karen.

**7 30** **KNIGHT RIDER**—Knight and Knerd. The daughter of a scientist is kidnapped as part of a plot to build a new, sophisticated weapon.

**8 30** **MINDER**—The Old School Tie. An old school friend of Terry's breaks out of prison to prove his innocence. Repeat.

**9 30** **TV EYE.** Reporting on the suspended Bradford head teacher and the row over the city's multi-racial education policy.

**10 00** **NEWS AT TEN**; followed by **Thames News Headlines.**

**10 30** **SHELLEY**—Shelley v Shelley. Divorce repeat.

**11 00** **PARENTS AND TEENAGERS**—I'm Not You. Real-life parents and teenagers discuss their frustrations.

**11 30** "**THE MAN WHO WAS NOBODY**" (1960, b/w)—One of the 47 second feature films made as Edgar Wallace Presents, Hazel Court here as a lady detective in a murder investigation.

**12 35** **NIGHT THOUGHTS**—With the Rev. Dr. John Newton.

## Channel 4

**2 00** p.m. ***THEIR LORDSHIPS' HOUSE***—Repeat from yesterday. *2.15 Racing* from Newmarket for the 2.30, 3, 3.40 and 4.15 races. 4.30 Isaura the Slave Girl, plus Fantastico.

**5 25** "**DANGEROUSLY THEY LIVE**" (1941, b/w)—A touch of "The 39 Steps" about this spy film from WW2 as Nancy Coleman, captured by the Germans, has memorised secret information no one else knows. John Garfield as a doctor is on the way to help, Raymond Massey appears as the top Nazi.

**6 50** **CHRISTOPHER CRUMPET**—Cartoon.

**7 00** **CHANNEL FOUR NEWS**—At 7.50 Comment and Weather.

**8 00** **MIRROR IMAGE**—Tom Robinson Back in the Old Country. Recorded at the Dominion Theatre, London, but using a stage set of the Falklands.

**9 00** **POOKIESNACKENBURGER IN POP GO THE ASTEROIDS**—Last of their series.

**9 30** **MADE IN BRITAIN**—The fourth and last of David Leland's repeated plays on different aspects of education. This won the Italia Prize.

**10 55** **DESIGN MATTERS**—Cookers or Lookers? The evolution of the cooker.

**11 25** ***ARE YOU TAKING THE TABLETS?***—*Thou Shalt Not Take* the Name of the Lord Thy God in Vain. Graham Chapman facing the 20 young people on the subject of blasphemy and bad language.

**11 55-12** **THEIR LORDSHIPS' HOUSE**—Last of the nightly reports on the House of Lords' reception of the bill to abolish the GLC and metropolitan authorities.

★★ Outstanding. ★ Recommended.

## ITV REGIONS

### TVS

6 15 Good Morning.
9 25 TVS Outlook.
9 30 For Schools.
11 55 Cartoon.
12 00 Foxtales.
12 10 Mooncat & Co.
12 30 The Sullivans.
1 00 News; TVS News.
1 30 Home Cookery Club.
1 35 Falcon Crest.
2 30 Play It Again (new series).
3 00 Gems; TVS News.
3 30 The Parlour Game.
4 00 Foxtales.
4 15 Batfink.
4 20 Wonders in Letterland.
4 40 First Post.
5 00 Dangermouse.
5 15 Connections.
5 45 News.
6 00 Coast to Coast.
6 35 Crossroads.
7 00 Emmerdale Farm.
7 30 Street Hawk.
8 30 Minder, rpt.
9 30 TV Eye.
10 00 News; TVS News.
10 30 Putting on the South: A Portrait of Rye—Part 2, with Jill Cochrane.
11 00 Parents and Teenagers.
11 30 Election Special.
12 15 Company.

### Anglia

6 15-9.25 Good Morning.
9 30 For Schools.
12 00 Foxtales.
12 10 Mooncat & Co.
12 30 The Sullivans.
1 00 News; Anglia News.
1 30 Falcon Crest (new series).
2 30 Play It Again (new series).
3 00 Gems; Anglia News.
3 30 Sons and Daughters.
4 00 Foxtales.
4 15 Batfink.
4 20 *Wonders in Letterland.*
4 40 First Post.
5 00 Dangermouse.
5 15 Connections.
5 45 News.
6 00 About Anglia.
6 35 Crossroads.
7 00 Anything Goes.
7 30 Knight Rider.
8 30 Minder.
9 30 TV Eye.
10 00 News; Anglia News.
10 30 A Country Living.
11 00 Parents and Teenagers.
11 30 The Yellow Rose.
12 30 Thursday Topic.

### Central

6 15-9.25 Good Morning.
9 30 For Schools.
12 00 Foxtales.
12 10 Mooncat & Co.
12 25 European Folk Tales.
12 40 Contact.
1 00 News; Central News.
1 30 The Irish RM.
2 30 Play It Again (new series).
3 00 Gems; News.
3 30 Sons and Daughters.
4 00 Foxtales.
4 15 Batfink.
4 20 Wonders in Letterland.
4 45 First Post.
5 00 Dangermouse.
5 15 Diff'rent Strokes.
5 45 News.
6 00 Crossroads.
6 25 Central News.
7 00 Emmerdale Farm.
7 30 Street Hawk.
8 30 Minder, rpt.
9 30 TV Eye.
10 00 News; Central News.
10 30 Venture Designer Awards: The Final.
11 15 Parents and Teenagers.
11 45-12.15 Elections '85.

### Yorkshire

6 15 Good Morning.
9 25 Weather.
9 30 For Schools.
12 00 Foxtales.
12 10 Mooncat & Co.
12 30 Calendar Lunchtime Live.
1 00 News; *Calendar News.*
1 30 The Love Boat.
2 30 Play It Again (new series).
3 00 Gems; News.
3 30 Sons and Daughters.
4 00 Foxtales.
4 15 Batfink.
4 20 Wonders in Letterland.
4 40 First Post.
5 00 Dangermouse.
5 15 *Survival.*
5 45 News.
6 00 Calendar.
6 35 Crossroads.
7 00 Emmerdale Farm.
7 30 Street Hawk.
8 30 Minder, rpt.
9 30 TV Eve.
10 00 News: Calendar News.
10 30 Shelley, rpt.
11 00 Parents and Teachers.
11 30 Calendar Election Special.
11 35-12.5 Rare Silk in New Orleans.

### HTV

6 15-9.25 Good Morning.
9 30 For Schools.
12 00 Foxtales.
12 10 Mooncat & Co.
12 30 The Sullivans.
1 00 News; HTV News.
1 30 A Country Practice.
2 25 Home Cookery Club.
2 30 Play it Again (new series).
3 00 Gems; HTV News.
3 30 Sons and Daughters.
4 00 Foxtales.
4 15 Batfink.
4 20 Wonders in Letterland.
4 40 First Post.
5 00 Dangermouse.
5 15 Diff'rent Strokes.
5 45 News.
6 00 HTV News/Wales at Six.
6 35 Crossroads.
7 00 *Emmerdale Farm.*
7 30 Street Hawk.
8 30 Minder, rpt.
9 30 TV Eve.
10 00 News; HTV News.
10 30 Weekend Outlook.
10 35 You're the Boss.
11 05 Election preview.
11 10 Parents and Teenagers.
11 40 HTV News Election Special.
12 40 Weather.

HTV Wales: 10.30 p.m. Wales This Week. 11.5 Parents & Teenagers. 11.30 New Avengers. 12.30 Weather.

### S4C

1 00 Isaura; *Fantastico.*
2 00 Ffalabalam.
2 15 Their Lordships' House.
2 30-4.30 Newmarket Racing, for the 2.30, 3, 3.40 & 4.15 races.
4 45 Ffalabalam.
5 00 Deri Deg.
5 05 Scwbi-dw.
5 30 Bewitched.
6 00 Brookside.
6 30 Dwylo Dros v Mor.
7 00 Newyddion Saith.
7 30 Am Y Corau.
8 10 Coleg.
8 40 Awyr Iach; Penawdau Newyddion.
9 10 Llygad y Geiniog.
9 45 End of Empire: India.
10 45 Dance on 4: Jiri Kylian's "Svedebka" (The Marriage) & "Sinfonietta".

11 45-12.15 Alfred Hitchcock's "Cream of the Jest".

### TSW

6 15-9.25 Good Morning.
9 30 For Schools.
12 00 Foxtales.
12 10 Mooncat & Co.
12 30 The Sullivans.
1 00 News; Local News.
1 30 Hotel.
2 30 Play It Again (new series).
3 00 Gems.
3 30 Sons and Daughters.
4 00 Foxtales.
4 15 Batfink.
4 20 Wonders in Letterland.
4 40 First Post.
5 00 *Dangermouse.*
5 15 Gus Honeybun.
5 20 Crossroads.
5 45 News.
6 00 Today South West.
6 30 Gardens for All.
7 00 Emmerdale Farm.
7 30 Street Hawk.
8 30 Minder, rpt.
9 30 TV Eye.
10 00 News: Local News.
10 35 Shelley, rpt.
11 00 Parents & Teenagers.
11 30 The Yellow Rose.
12 25 County Election Results.
12 28 Postscript.
12 33 Weather; Shipping.

### Channel

9 30 For Schools.
12 00-5.15 As TSW.
5 15 Beverley Hillbillies.
5 45 News.
6 00 Channel Report.
6 30 Crossroads.
6 55 Jan & Steve.
7 00-12.25 As TSW.
12 25 Actualites et Previsions Meteorologiques; Weather.

### Open University

BBC 2 TV: 6.30 a.m.-7.20 M101. 6.55 S101. 11.30 p.m. Weekend Outlook. 11.35 T291. 12 a.m. Friday-12.30 P671.
Radio 4 VHF: 11.30 p.m.-12 A305.
Radio 3 VHF: 6.35 a.m.-6.55 T291.

## WORLD SERVICE RADIO

6 a.m. GMT Newsdesk. 7 World News. 7.9 Twenty-four Hours. 7.30 Those Swinging Years. 7.45 Network U.K. 8 World News. 8.9 Reflections. 8.15 International Soccer Special. 8.30 John Peel. 9 World News. 9.9 British Press Review. 9.15 The World Today. 9.30 Financial News. 9.40 *Look* Ahead. 9.45 Monitor. 10 News. 10.1 British String Quartets. 10.30 Two Cheers for April. 11 World News. 11.9 News about Britain. 11.15 New Ideas. 11.25 Letter from England.

12 noon Radio Newsreel. 12.15 Top Twenty. 12.45 Sports Roundup. 1 World News. 1.9 Twenty-four Hours. 1.30 Network U.K. 1.45 Kicking Up Sawdust. 2 Outlook. 2.45 Land of a Thousand Dances. 3 Radio Newsreel. 3.15 The Pleasure's Yours. 4 World News. 4.9 Commentary. 4.15 Assignment. 4.45 The World Today. 5 World News. 5.9 Letter from England. 5.15 Meridian.

8 p.m. World News. 9.15 Jolly Good Show. 10 World News. 10.9 The World Today. 10.25 Letter from England. 10.30 Financial News. 10.40 Reflections. 10.45 Sports Roundup. 11 World News. 11.9 Commentary. 11.15 Merchant Navy. 11.30 Meridian.

12 midnight World News. 12.9 News about Britain. 12.15 Radio Newsreel. 12.30 Ralph McTell. 1 News. 1.1 Outlook. 1.30 The Poem Itself. 1.45 Book Choice. 1.50 In the Meantime. 2 World News. 2.9 British Press Review. 2.15 Art of Kathleen Ferrier. 2.30 Sacred Symphonies. 3 World News. 3.9 News about Britain. *3.15 The* World Today. 3.30 Business Matters. 4 Newsdesk. 4.30 Country Music Profile. 5.45 The World Today.

# RADIO

## FOUR

5 35 on 1/w Shipping.
6 00 News Briefing.
6 10 Farming Today.
6 25 Prayer for the Day.
6 30 Today.
9 00 News.
9 05 Checkpoint, rpt.
9 30 The Living World, rpt.
10 00 Medicine Now, rpt.
10 30 Morning Story.
10 45 An Act of Worship.
11 00 Race to Power, rpt.
11 48 A Dorset Childhood (5): Going by Train.
12 00 You and Yours.
12 27 After Henry, *rpt.*
12 55 Weather.
1 00 The World at One.
1 40 The Archers.
1 55 on 1/w Shipping.
2 00 Woman's Hour.
3 00 "The Hardy Perennials": play by James Robson. Although the old folk's *mystery tour always goes* to Whitby, the time has come for the participants to revolt before it's too late.
4 00 Enquire Within.
4 10 Bookshelf, rpt.
4 40 Story Time: "Schoolgirls' Own (4): "The Chalet School Middles are *Avenged*" by Elinor Brent-Dyer.
5 00 PM (5.50 on 1/w Shipping).
5 55 Weather.
6 00 News; Financial News.
6 30 Brain of Britain, rpt.
7 00 News.
7 05 The Archers.
7 20 Any Answers?
7 40 Let There Be No More War: An appraisal of what Russians think of the West, with Gordon Clough in Russia, and Professor John Erickson assessing Russian hopes for detente.
9 00 Does He Take Sugar?
9 30 Glyn Worsnip in the Archives, rpt.
9 45 Kaleidoscope.
10 15 Book at Bedtime: "Voices in an Empty Room" (4).
10 30 The World Tonight.
11 15 The Financial World.
11 30 Today in Parliament.
12 00-12.15 News, Weather.
12 33 Shipping forecast.

VHF: 9.5 a.m.-10.45 & 11-12 For Schools. 1.55 p.m. Listening Corner. 2-3 For Schools. 11 p.m. Study on 4: Groundswell. 11.30-12 Open University.

## THREE

6 55 Weather.
7 00 News.
7 05 Morning Concert (8-8.5 News).
9 00 News.
9 05 This Week's Composer: Samuel Barber.
10 00 Sea Pictures.
10 50 Ravel's Piano music, rpt.
11 20 BBC *Welsh* SO, Kun Woo Paik (piano), conducted by Jacek Kasprsyk: Mahler, Mozart & Kodaly (11.45-12.5 Six Continents, rpt.).
1 00 News.
1 05 Lunchtime Concert from St. George's Church, Bristol: Delmé String Quartet (1): Haydn & Tchaikovsky.
2 00 Mozart's "Die Zauberflöte"—opera in two acts, sung in German, with the Leipzig Radio Chorus & the Dresden State Orchestra conducted by Sir Colin Davis, Peter Schreier (tenor) leads the cast.
4 55 News.
5 00 Mainly for Pleasure.
6 30 Bandstand.
7 00 Music U.S.A.: The First Secular Compositions — Penelope Price - Jones (sop.), Philip Martin (piano), Narrator Blain Fairman: Francis Hopkinson, Alexander Reinagle & Benjamin Carr.
8 00 BBC SO, conducted by Sir John Pritchard, with Rodney Friend (violin): Mozart's Symphony No. 35, Britten's Violin Concerto & Brahms's Symphony No. 4 (8.50-9.5 "The Last One"—short story, read by Hilda Schroder).
10 00 Music in Our Time: Linda Hirst (mezzo-soprano), David Sawer (baritone), conducted by Graham Treacher: Philip Grange's The Kingdom of Bones (first broadcast) & Vic Hoyland's Michelagniolo.
11 00 Trio Fontenay play Mendelssohn & Brahms's Piano Trios, rpt.
11 57-12 News.

## TWO

4 00 Howard Pearce.
6 00 Ray Moore.
8 05 Ken *Bruce.*
10 30 Jimmy Young.
1 05 David Jacobs.
2 05 Gloria Hunniford.
3 30 Music All the Way.
4 05 David Hamilton.
6 05 John Dunn.
8 00 Wally Whyton.
9 55 Sports Desk.
10 00 The News Huddlines.
10 30 Star Sound Extra.
11 00 Brian Matthew.
1 00 Charles Nove.
3 00 Male Voice Choirs.
3 45-4 Philip Challis (piano), rpt.

VHF: 10 p.m.-12 As Radio 1.

## ONE

6 00 Adrian John.
7 00 Mike Read.
9 00 Simon Bates.
12 00 Gary Davies.
2 30 Steve Wright.
5 00 Bruno Brookes.
7 30 Janice Long.
10 00-12 Into the Music, featuring Chase.

## WAVELENGTHS

**Radio 1:** 1089 kHz, 275 m. 1053, 285. **Radio 2:** 909, 330, 693, 433. (Radio 1-2 VHF: 88-90-2 MHz).

**Radio 3:** 1215, 247. (90-3-92-5).

**Radio 4:** 200, 1500. Greater London 720, 417. (92-94-5, 97-1).

**World Service:** 648, 463.

**Radio London:** 1458, 206. (94-9).

**LBC:** 1152, 261. (97-3).

**Capital:** 1548, 194. (95-8).

# THEATRES AND CINEMAS

Use prefix 01 only when telephoning from OUTSIDE LONDON

## OPERA & BALLET

• MATINEE TODAY

COLISEUM. S 836 3161 CC 240 5258
**ENGLISH NATIONAL OPERA**
Ton't 7.30 MADAM BUTTERFLY. Tomor., Wed 7.30 THE BARTERED BRIDE. Sat. 7.00 THE MARRIAGE OF FIGARO. Also Booking: The Midsummer Marriage, Aida, Akhnaten. CC Ticketmaster 01-379 6212.

GLYNDEBOURNE FESTIVAL OPERA 0273 812411. 20 May-14 Aug. 1985 SEATS AVAILABLE for Oliver Knussen's Double Bill of fantasy operas based on Maurice Sendak's classic picture books HIGGLETY PIGGLETY POP! & WHERE THE WILD THINGS ARE. Mid-day & evening perfs. August 5, 7, 9, 11, 15. Some seats avail. for late July/early August perfs of the new production of ALBERT HERRING, LA CENERENTOLA, CARMAN, IDOMENEO, ARABELLA. All sold out. Personal Bkg open from 10 May (Mon-Fri, 10 a.m.-5 p.m. 14. Bkg from 8th May. Glyndebourne Festival Opera, Glyndebourne, Lewes, East Sussex BN8 5UU. Recorded info on the availability also on this number when Box Office closed.

ROYAL OPERA HOUSE, Covent Garden Resv. 01-240 1066/1911. Access, Visa, Diners Club. S. Standby info. 01-836 6903. 10 a.m.-8 p.m. (Mon.-Sat.) 65 amphi seats avail. from 10 a.m. on the day.

**THE ROYAL OPERA**
Ton't, Wed. 7.30 King Priam. Sat., Tues. 7.30 Andrea Chenier.

**SADLERS WELLS ROYAL BALLET**
Tomor. 7.30 Swan Lake. Mon. 2.00, 7.30 The Sleeping Beauty. Ballet Casting info. 01-240 9815.

SADLER'S WELLS. 278 8916. Until May 11. Eves 7.30. Sat mats 2.30. Last perf. Ton't. A MIDSUMMER NIGHT'S DREAM From Fri. to May 11: Flowers 278 0855 for theatrebus & future prog. Grp sales 930 6123.

## CONCERTS

BARBICAN HALL, Barbican Centre, EC2. 01-628 8795/638 8891. Ton't 7.45 London Symphony Orchestra. Geoffrey Simon cond. Margaret Fingerhut piano. SMETANA: Overture and Dances from "The Bartered Bride" FALLA: Nights in the Gardens of Spain. TCHAIKOVSKY: Symphony No 2 "Little Russian" (1872 Version). (Western Premiere).

WIGMORE HALL. Box Office CC 935 2141. Tonight 7.30 p.m. MOURA LYMPANY piano. 50th Anniversary Concert. Mozart, Beethoven, Brahms, Chopin etc.

ROYAL FESTIVAL HALL. (01-928 3191). C.C. 928 8800. Tonight 7.30 p.m. City of Birmingham Symphony Orchestra (CBSO) Chorus. Simon Rattle. Heinz and Ursula Holliger. Berlioz: Overture, Le Corsaire. Martin: Three Dances for oboe, harp and strings. Mozart: Oboe Concerto, K.314. Ravel: Daphnis et Chloe (complete).

## THEATRES

ADELPHI 836 7611 or 240 7913/4. CC 741 9999/836 7358. Group sales 930 6123.
"SENSATIONAL WILL BECOME THE SHOW OF THE YEAR." D. Exp. THE LAMBETH WALK MUSICAL
**ME AND MY GIRL**
ROBERT LINDSAY
"AN ABSOLUTELY INSPIRED PERFORMANCE." F. Times.
FRANK THORNTON
EMMA THOMPSON
AND DAZZLING COMPANY OF 60 DIRECTED BY MIKE OCKRENT.
"HAS A MODERN AUDIENCE HYSTERICAL WITH DELIGHT." S.T. HAPPIEST SHOW IN TOWN." S. Exp. Nightly at 7.30. Mats Wed. 2.30 & Sat. 4.45 and 8.15.
SOME RETURNS USUALLY AVAILABLE FROM MID-AFTERNOON Mon. 6th May at 7.30.

ALBERY. 836 3878. CC 379 6565/379 6433. Group sales 930 6123/836 3962. Eves 8.0. Thurs. mat. 3.0. Sat. 5.0 & 8.15.
**THE SEVEN YEAR ITCH**
by GEORGE AXELROD
"SPARKLING COMEDY," D. Tel. starring
PATRICK MOWER "Dashing rakish," Guardian.
ADRIENNE POSTA "Impish vivacity," D. Tel.
ROYCE MILLS "Brilliant," D. Tel.
ISABELE AMYES "Subtle sex appeal." D. Mail.
Directed by JAMES ROOSE-EVANS.
"SPRIGHTLY PRODUCTION." Std.

ALDWYCH THEATRE. 01-836 6404/0641. CC 379 6233. Evenings 7.30. Mats Wed. 2.30, Saturdays 4.0 & 8.0
PAUL EDDINGTON & FELICITY KENDAL
SIMON CADELL in TOM STOPPARD'S
**JUMPERS**
with ANDREW SACHS
Directed by PETER WOOD.

APOLLO THEATRE, Shaftesbury Ave., W.1. CC 01-437 2663. 01-434 3598.
JACK GILFORD "Perfect," Obs. in
**LOOK TO THE RAINBOW**
THE NEW HIT MUSICAL
"FASCINATING," The Times.
"OUTSTANDING," Fin. Times.
"A JOYOUS NIGHT OUT," City Limits.
"AN OVER THE MOON OCCASION." Gdn.
The musical history of Yip Harburg. Evgs. Mon.-Fri. 8.0. Mats Wed. 3.0. Sat. 5.0 & 8.15. Group sales 930 6123.

APOLLO VICTORIA 828 8665 CC 630 6262 Group Sales 930 6123
**STARLIGHT EXPRESS**
Music by ANDREW LLOYD WEBBER
Lyrics by RICHARD STILGOE Directed by TREVOR NUNN
"A MUSICAL THAT SURPASSES ANYTHING AROUND IN EVERY DIMENSION." D. Exp. Eves 7.45 Mats Tues. & Sat. 3.00 BOX OFFICE OPEN 10 a.m.-8 p.m.
A limited number of seats available for Tues. Mat. limited to 2 per person. Some £2 standing room tickets are available ½ hr before every performance for the unwaged and students.
NEW BOOKING PERIOD NOW OPEN TO MARCH '86.

BARBICAN. 01-628 8795/638 8891 cc (Mon.-Sun. 10 a.m.-8 p.m.). For inc. hotel package 01-350 7111.
**ROYAL SHAKESPEARE COMPANY**
BARBICAN THEATRE RICHARD III Ton't 7.30 (sold out—runs 3¼hrs) Day seats from 10 a.m.
THE PIT GOLDEN GIRLS by Louise Page ton't 7.30 (sold out—runs 2hrs 50) THE PARTY by Trevor Griffiths returns tomor. 7.30, Sat. 2.00 & 7.30 "utterly absorbing" C. Limites.

CHICHESTER FESTIVAL THEATRE 0243 781312 Coward's CAVALCADE Eves at 7.30 Mats Thur. & Sat. 2.30.

COMEDY. 930 2578. C.C. 839 1438. Eves 8.0. Fri. & Sat. 6 & 8.45 MONSTER MUSICAL HIT
**LITTLE SHOP OF HORRORS**
2nd MOUTH-WATERING YEAR! ! "I LOVED IT—HOPE IT RUNS FOR 1,000 YEARS." Time Out
SEATS AT SOME PERFS FROM £6.50. Grp Sales Box Office 930 6123

CRITERION. S. 930 3216. CC 379 6565/379 6433/741 9999. Groups 836 3962. Evgs. 8.0. Mats. Thurs. 2.30. Sat. 5.30 & 8.30.
BRITISH FARCE AT ITS BEST
The Theatre of Comedy Company
ROBIN ASKWITH GEOFFREY HUGHES
BILL PERTWEE
TESSA WYATT ANITA GRAHAM
with GARETH HUNT and BARRY HOWARD
**RUN FOR YOUR WIFE**
Written and directed by RAY COONEY
300 side-splitting performances
"SHOULD RUN FOR LIFE." S. Exp. Seats £4.50 to £9.50
Special Theatre Dinner Criterion/Brasserie/Stalls or Circle ticket £14.60.

DONMAR WAREHOUSE 836 3028. CC 379 6565/6433/741 9999. Grp Sales 930 6123. May 28-Sept. 22.
**SHOW PEOPLE**
A SEASON OF LATE NIGHT SHOWS

DONMAR WAREHOUSE, Earlham St Cov. Gdn. 836 3028. CC 379 6565/6433. Prevs from May 21. Opens May 30. Mon.-Thurs. 7.30. Fri. & Sat. 6.0 & 8.30.
A Devastating Attack on Washington Jules Feiffer's New Revue
**FEIFFER'S AMERICA**
From Eisenhower to Reagan

DRURY LANE THEATRE ROYAL. 01-836 8108. 01-240 9066. 01-240 9067
DAVID MERRICK'S
**42ND STREET**
"The show has now swept up all the top prizes for musicals." D. Exp.
BEST MUSICAL Standard Drama Award
"Exhilarating," D. Tel.
BEST MUSICAL Laurence Olivier Award
"Dazzling," D. Mail.
BEST MUSICAL Plays and Players London Theatre Critics Award
"You won't find a show in London with more razzle dazzle." D. Exp. Evgs. 8.0. Mats. Wed. 3.0. Sats. 5.0 & 8.30. Group sales 01-930 6123. Booking until July, 1986. BOX OFFICE OPENS Mon.-Sat. 10 a.m.-8 p.m.

DUCHESS THEATRE. 836 8243. 240 9648. "Superbly played by . . ." Mail on Sunday.
COLIN BLAKELY DOROTHY TUTIN
**OTHER PLACES**
by HAROLD PINTER
"The acting of Colin Blakely, Dorothy Tutin and Susan Engel has no equal in London." S. Times. "A KIND OF ALASKA AND ONE FOR THE ROAD as indisputable masterpieces. As rewarding an evening of theatre as is to be found anywhere in London." S. Tel. "Spellbinding." Times. Eves. Mon.-Thurs. 7.30. Fri Sat. 6.0 and 8.30.

DUKE OF YORK'S. 836 5122/9837. Evg. 8. Thurs. Mat. 3, Sat. 8.30. "TRIUMPH ON TAP." Evg. Std.
**STEPPING OUT**
A new comedy by RICHARD HARRIS. THIS YEAR'S COMEDY OF THE YEAR Standard Drama Award 1984. "HAD THE FIRST NIGHT AUDIENCE YELLING FOR MORE." D. Mail. "MUST SURELY TAKE THE TOWN." Daily Telegraph.

FORTUNE. S. 836 2238. C.C. Eves. *8.0. Fri. and Sat. 6.0 and 8.30.*
**UP 'N' UNDER**

GARRICK. S. C.C. 01-836 4601. Eves. 8.0. Wed. mat. 3. Sat. 5.0 and 8.0. 14th HYSTERICAL YEAR—LONGEST-RUNNING COMEDY IN THE WORLD!
**NO SEX, PLEASE— WE'RE BRITISH**
HOURS OF NON-STOP LAUGHTER Directed by Allan Davies. CC 379 6433 Grp. sales 930 6123. OVER 5,555 FANTASTIC PERFS!

GLOBE. C.C. 437 1592. Andrew Lloyd Webber presents the COMEDY OF THE YEAR Society of West End Theatre Awards '85
**DAISY PULLS IT OFF**
By Denise Deegan
Directed by David Gilmore.
"ABSOLUTELY SPIFFING." D. Tel. "FULL MARKS FOR DAISY." Std. "A solid stall for Daisy for a delightful show." D. Mail. Evgs. 8.00. Mats. Wed. 3.0. Sat. 4.0. Group sales 930 6123.
"THIS IS AN ABSOLUTE HOOT & A SCREAM." Sunday Times. THIRD GREAT YEAR.

GREENWICH THEATRE. 01-858 7755. Evenings at 7.45, mats Sat. 2.30. "SHEILA GISH excels . . . and JONATHAN KENT . . . beautifully gauged performance." F.T. in INTERMEZZO by Arthur Schnitzler. Dir. by Christopher Fettes. "Admirable." Gdn. "Fascinating evening." I.T.

HAYMARKET THEATRE ROYAL. 930 9832. Group sales 930 6123. LIV ULLMANN
MICHAEL GAMBON NICOLA PAGET
in
**OLD TIMES**
by Harold Pinter
Directed by David Jones.
". . . Cast impressive by any standards." D. Mail. "It is a pleasure to welcome the return of this beautiful piece, scrupulously directed and played by a crack company." The Times. Evgs. 7.30. Mats Wed. 3.0, Sat. 4.30.

HER MAJESTY'S. 01-930 6606. C.C. 01-930 4025. Group sales 930 6123.
**WEST SIDE STORY**
"FINGER CLICKING GOOD." Std. "THE BEST MUSICAL EVER WRITTEN." City Limits. Mon.-Fri. eves 7.30. Sat. 4.45 & 8.0. Mat. Wed. 2.30. ALL SEAT PRICES ON SALE THROUGH SUMMER

KING'S HEAD. 226 1916. Dnr. 7.00. Show 8.00. HULL TRUCK presents SHAKERS by John Godber and Jane Thornton.

LONDON PALLADIUM. 01-437 7373. Evenings 7.30. Mats. Wed & Sats 2.45. THE STAR-STUDDED SPECTACULAR MUSICAL
TOMMY STEELE in
**SINGIN' IN THE RAIN**
with ROY CASTLE.
NEW BOOKING PERIOD TO SEPT. 28 OPEN NOW. Credit cards 01-437 2055/734 8961. Night/Sunday Ansafone 01-437 6892.
BANK HOLIDAY MONDAY ONE SPECIAL PERF. AT 7.30

LYCEUM THEATRE reopens (Strand, WC2 7DN. Box Office & CC Bkgs 379 3055 'S'). Bookings now open for 12-week season from 13 May. National Theatre's THE MYSTERIES Total triumph. THE NATIVITY (every Tues. 8 p.m., Thur. 5 p.m. & Sat. 11 a.m.). THE PASSION (every Wed. 3 p.m., Thur. 8.30 p.m. & Sat. 3.30 p.m.). DOOMSDAY (every Wed 8 p.m., Fri. 8 p.m. & Sat. 8 p.m.). Unanimously acclaimed. "The best show in Britain." (Obs.). Prices £10, £12.50, £15. Book all 3 before May 18 for £6 off per person.

LYRIC HAMMERSMITH S CC 741 2311. Eves 7.45. Mats Wed. 2.30, Sat. 4.0.
**THE SEAGULL**
Directed by Charles Sturridge
"Actually funny . . . finely balanced." D. Mail. "Performances are spot on . . . the best thing I have seen JOHN HURT do." Gdn. "Marvellously lively, robustly idiomatic." F.T.
LYRIC STUDIO: Evgs 8.0. SHIFT WORK presents WAKING HOURS.

LYRIC THEATRE, Shaftesbury Ave. 437 3686/7. CC 434 1050. 434 1550. Previews May 22, 23 (Mat. and evg) opens May 24 at 7.0
JUDI DENCH DANIEL MASSEY
in The Royal Shakespeare Company production of
**WASTE**
by Harley Granville Barker
Directed by John Barton
Mon.-Fri. 7.30, Thurs mat. 3.0, Saturdays 5 and 8.15.
STRICTLY LIMITED SEASON MUST CLOSE JULY 27
LYRIC STUDIO: Until 24—evgs 8.0 Paul Alexander performs THE GOSPEL according to St John.

LYTTELTON 928 2252 CC 928 5933 "S" (National Theatre's proscenium stage). Today 3.00 (low price mat) & 7.45. Tomor. 7.45, then May 4 & 25 to 27 SHE STOOPS TO CONQUER by Goldsmith.

MAYFAIR. S. C.C. 629 3036. Mon.-Thurs. 8. Fri./Sat. 5.40 and 8.10. RICHARD TODD in THE BUSINESS OF MURDER.

MERMAID THEATRE. 01-236 5668. CC 741 9999. Grp sales 930 6123. Low price previews from May 16. ROYAL SHAKESPEARE COMPANY ALAN HOWARD GEMMA JONES JENNY AGUTTER
**BREAKING THE SILENCE**
by Stephen Poliakoff.
"SPELLBINDING." S. Times. RSC at the Barbican

NATIONAL THEATRE. South Bank. NATIONAL THEATRE COMPANY. SEE SEPARATE ENTRIES UNDER OLIVIER / LYTTELTON. Excellent cheap seats on day of perfs all three theatres from 10 a.m. RESTAURANT 928 2033. CHEAP EASY CAR PARK.

NEW LONDON. Drury Lane, W.C.2. 01-405 0072. CC 01-404 4079. Evgs 7.45, Tues. & Sat. 3.0 & 7.45. THE ANDREW LLOYD WEBBER/T. S. ELIOT INTERNATIONAL AWARD-WINNING MUSICAL
**CATS**
Group bookings 01-405 1567 or 01-930 6123. (Apply daily to Box Office for returns). LATECOMERS NOT ADMITTED WHILE AUDITORIUM IS IN MOTION. PLEASE BE PROMPT. Bars open at 6.45 p.m. Alternative CC bookings 379 6131. Now booking from Sept. 2 to Feb. 1, '86.
THE LONGER YOU WAIT THE LONGER YOU'LL WAIT.

OLD VIC. 928 7616. C.C 261 1821. Eves. 7.30. Sat. 4.0 & 7.45.
PATRICK CARGILL ANTHONY QUAYLE
MAXINE AUDLEY
**AFTER THE BALL IS OVER**
A hilarious comedy about the English aristocracy by William Douglas Home
Directed by Maria Aitken
Group discounts available.
LAST WEEK — ENDS SAT !

OLD VIC. 928 7616. C.C. 261 1821. FROM MAY 21 DEBORAH KERR in
**THE CORN IS GREEN**
by Emlyn Williams
Directed by Frith Banbury
FROM JULY 2
THE BLOCKBUSTER MGM MUSICAL
NOW ON STAGE ! ! !
SEVEN BRIDES FOR SEVEN BROTHERS
NOW BOOKING ! ! !
NO TICKET AGENTS!
SO SIMPLE, SO EASY TO BOOK. Ring 01-261 1821 AND CHARGE IT TO YOUR CREDIT CARD.

OLIVIER 928 2252 CC 928 5933 "S" (National Theatre's open stage). Opens Ton't 7.00. Tomor. 7.15, then May 4 to 7 & May 13 to 16 PRAVDA—A Fleet Street Comedy by Howard Brenton and David Hare.

OPEN AIR REGENT'S PARK. S 486 2431. CC 379 6433. CC Hot Line 486 1933. TWELFTH NIGHT. Previews May 31st. A MIDSUMMER NIGHT'S DREAM joins repertory 17th June. RING ROUND THE MOON. Joins 29th July. BOOK NOW.

PALACE THEATRE 437 6834 CC 437 8327/379 6433. Grp Sales 930 6123 Eves 7.45. Mat. Thu & Sat 3.00 "THE MUSICAL THAT MAKES YOU FALL IN LOVE WITH SHOW BUSINESS" Mail on S. RODGERS & HART'S
**ON YOUR TOES**
"An explosion of pure joy" Gdn. "Deliriously funny" Times "RUN TO SEE THIS SHOW" D.M. THERE WILL BE NO PERFS BETWEEN THU 2 MAY TO TUE 7 MAY INCLUSIVE.

PALACE THEATRE BAR, Cambridge Circus. 437 6834.
**LUNCHTIME**
FOOD, MUSIC, WINE AND ART ENTERTAINMENT DAILY AT 1 p.m. Admission free. Fully licensed 11-3. Pub prices.

PHOENIX THEATRE 240 9661. CC 836 2294/379 6433. Group sales 930 6123. Mon.-Thurs 7.45. Fri./Sat. 5.30 & 8.30.
GRIFF RHYS JONES
GWEN TAYLOR in
**TRUMPETS & RASPBERRIES**
A New Comedy by DARIO FO
"INSPIRED CLOWNING." S. Tel. "INSPIRED FUN." Standard. "INSPIRED INVENTION." D. Mail. "INSPIRED NONSENSE." Fin Times "BLISSFULLY FUNNY." Times. LAST 2 WEEKS—MUST END MAY 11

PHOENIX THEATRE. CC 836 2294. Group sales 930 6123.
**STRIPPER**
A New Comedy by PETER TERSON
Prevs from May 17. Opens May 29 at 7.00 (£1-00 off all prev perfs & first night). Subs Evgs Mon.-Sat. 7.45, Mats Thurs. 3.0, Sat. 4.30.

PICCADILLY. 437 4506. CC 379 6565/379 6433/741 9999. Group sales 930 6123/836 3962. Evgs. 8.0. Fri. and Sat. 6.0 and 8.25.
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Jeremy Clyde
Peter Duncan
Clodagh Rodgers Chad Stuart
THE ACCLAIMED FUN MUSICAL
**PUMP BOYS AND DINETTES**
"IMPOSSIBLE NOT TO HAVE A GOOD TIME." B B C.
"Non-stop action. It's just one heck of a lot of fun." Daily Mirror.
FROM JUNE 13 AT ALBERY THEATRE 01-836 3878. NOW BOOKING!
PICCADILLY. 01-437 4506/379 6565. FROM JULY 11.
DAVID ESSEX & FRANK FINLAY star in
**MUTINY**
THE MAJOR NEW BRITISH MUSICAL NOW BOOKING.

PRINCE EDWARD. 01-437 6877. S. Tim Rice and Andrew Lloyd Webber's
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THE GIANT OF MUSICALS
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"AMONG THE GREAT BLOCKBUSTING MUSICALS OF OUR TIME." D. Mail. "POSITIVELY SPARKLES." S. Exp. "THE FUNNIEST MUSICAL NEW YORK HAS EVER SENT US." D. Tel. Evgs 7.30, Mats Thurs. & Sat. 3.0. Special rate for OAPs/students/children (at certain performances). Reduced price Thurs. Mats. LAST FOUR WEEKS

PRINCE OF WALES. 01-930 8681/2. C.C. HOTLINE 01-930 6844/5/6 Group sales 01-930 6123 Prestel 01-741 9999
THE NATIONAL THEATRE'S AWARD-WINNING MUSICAL
**GUYS AND DOLLS**
opens June 10. Bkgs through Jan. '86.

QUEEN'S THEATRE. 734 1166. 734 1167. 734 0261. 734 0120. 439 3849. 439 4031. Group sales 930 6123.
CHARLTON HESTON
and
BEN CROSS
in
HERMAN WOUK'S
**THE CAINE MUTINY COURT-MARTIAL**
"Charlton Heston . . . a towering central performance of immense heroic stature." D. Express. "Powerfully entertaining & thought-provoking." S. Mirror. Evgs Mon.-Fri. 7.30, Sat. 8.15, mat. Wed. 3.0. Sat. 5.0.

ROYAL COURT. S CC 730 1745.
**TOM AND VIV**
by Michael Hastings.
"Must not be missed." D. Tele. Eves 8 p.m. Sat. Mats 4 p.m. No perf. May 6.

SADLER'S WELLS. 278 8916 Until May 11. Eves 7.30. Sat. Mats. 2.30.
**LINDSAY KEMP & CO.**
No perf. Ton't. From Tomor. FLOWERS
278 0855 for Theatrebus & future prog. Grp Sales 930 6123.

SAVOY. Box Office 01-836 8888. CC 01-379 6219, 01-836 0479. Evgs 7.45, Wed. 3.0, Sat. 5.0 and 8.30. 4th YEAR OF THE AWARD WINNING COMEDY HIT
MICHAEL MEDWIN
JOSEPHINE TEWSON HUGH PADDICK
ROLAND CURRAM
DILYS WATLING PHILIP BIRD
**NOISES OFF**
"MICHAEL FRAYN'S COMEDY IS THE FUNNIEST PLAY I HAVE EVER SEEN IN THE WEST END." S. Times. Directed by MICHAEL BLAKEMORE

SHAFTESBURY. 379 5399. CC 741 9999. Grp sales 930 6123. Evgs 8.0. Sat. 5.30 & 8.30. Wed. mat. 3.0.
THEATRE OF COMEDY COMPANY
ANTON RODGERS MICHAEL WILLIAMS
Moray Watson, Wanda Ventham and Kathy Staff
**TWO INTO ONE**
Written & Directed by Ray Cooney
"HILARIOUS PRODUCTION." F.T. "Comic acting at its finest." S. Tel. OVER 200 PERFORMANCES.

ST MARTIN'S. 836 1443. Special C.C. No 01-379 6433. Evgs. 8.0. Tues. 2.45. Sat. 5.0 and 8.0.
AGATHA CHRISTIE'S
**THE MOUSETRAP**
33rd Year.
SORRY, no reduced prices from any sources, but seats bookable from £3.50.

STRAND. W.C.2. 01-836 2660/4143/5190. Monday-Friday Evgs 8.0. Matinees Weds 2.30. Sats 5.30 & 8.30.
RICHARD BRIERS
MANAGES TO BREAK US APART WITH LAUGHTER," Daily Mail
DIANE FLETCHER POLLY HEMINGWAY
**WHY ME?**
The New Comedy by Stanley Price with LIZ SMITH
Directed by Robert Chetwyn
"AN IMPORTANT EVENT IN BRITISH THEATRE. A NEW GENRE . . . IT HAS ITS OWN KIND OF BELLY LAUGH." S. Times.

STRATFORD - UPON - AVON Royal Shakespeare Theatre (0789) 295623. ROYAL SHAKESPEARE COMPANY in MERRY WIVES OF WINDSOR Today 1.30. Sat 7.30. ". . . A great night out . . ." Times. AS YOU LIKE IT Tonight Tomorrow 7.30 Sat 1.30. For special meal/theatre details and hotel stopover ring 0789 67262.

VAUDEVILLE. 01-836 9987/836 5645. Eves 7.45. Wed. 2.30. Sat. 5.0. 8.30. WINNER OF ALL 3 MAJOR AWARDS BEST PLAY OF THE YEAR
Standard Drama Award
Laurence Olivier Award
Plays and Players London Critics Award
POLLY ADAMS CLIVE FRANCIS
JAN WATERS GLYN GRAIN
MICHAEL FRAYN'S NEW PLAY
**BENEFACTORS**
Directed by MICHAEL BLAKEMORE

VICTORIA PALACE. 01-834 1317. Evenings 7.30, Mats Wed. & Sat. 2.45. MICHAEL CRAWFORD in
**BARNUM**
CURRENT BOOKING PERIOD TO JULY 6. SOME SEATS NOW AVAILABLE FOR MONDAY TO THURSDAYS, Friday and Saturday returns only. RING 01-828 4735 FOR INSTANT CREDIT CARD BOOKINGS. BOX OFFICE OPEN MON.-SAT. 9 a.m.-9 p.m. & ON SUNDAYS FOR TEL. C.C. BOOKINGS ONLY 11 a.m.-7 p.m. BANK HOLIDAY MONDAY ONE SPECIAL PERF. AT 7.30

WINDSOR THEATRE ROYAL. 95 53888 TODAY at 2.30 & 8.00 p.m. Hot from The Old Testament The New Musical for all the Family
**SWAN ESTHER AND THE KING**
An exciting show full of radiant music Running twice daily until May 18

WESTMINSTER TH. 01-834 0283/4. C.C. 834 0048. Now previewing. Evgs 7.45. Wed. & Sat Mats. 2.30. Opens May 7. IAN CULLEN in World premiere of a play about St Paul
**MAN OF TWO WORLDS**
by Daniel Pearce
Directed by Bernard Hopkins

WYNDHAM'S. 836 3028. C.C. 379 6565/379 6433. 741-9999. Groups 930 6123/836 3962. Evgs 8.0. Wed. mat. 3.0. Sat. 5.0 and 8.15.
"A VERY FUNNY SHOW," Obs.
SUE TOWNSEND'S
THE SECRET DIARY OF
**ADRIAN MOLE AGED 13¾**
Music and lyrics by KEN HOWARD ALAN BLAIKLEY
"LIVELY SPARKISH HUMOUR." Guardian.
"CUTE AND FUNNY." Standard.

YOUNG VIC. 928 6363. May 9 to June 8 Shakespeare's MEASURE FOR MEASURE.
YOUNG VIC STUDIO. 01-928 6363. Until Sat. Ton't 8.0 Foco Novo present DEATHWATCH by Genet.

## CINEMAS

ACADEMY 1. 437 2981. Losey's film of Mozart's DON GIOVANNI (PG), at 1.15 (not Sun.), 4.20, 7.35.

ACADEMY 2. 437 5129. Olivier's RICHARD III (U). Film at 2.0 (not Sun.), 5.0, 8.0.

ACADEMY 3. 437 8819. Marcel Carne's LES ENFANTS DU PARADIS (PG). Film at 4.10 and 7.30.

CHELSEA CINEMA. 351 3742. Kings Road (nearest Tube Sloane Sq.). Yesterday's FAVOURITES OF THE MOON (15). Film at 2.05, 4.15, 6.30, 8.50. Advance Booking last perf. only.

CURZON WEST END, Shaftesbury Avenue, W.1. 01-439 4805. Vanessa Redgrave, "A superb performance." S. Tel. Judi Dench, Ian Holm in David Hare's WETHERBY (15). "A fascinating and provocative mystery." S. Exp. Film at 2.00 (not Sun.), 4.10, 6.20, 8.40. LAST WEEKS.

CURZON MAYFAIR Curzon Street W1 499 3737 James Mason, Edward Fox in "THE SHOOTING PARTY" (15) "Superb," S. Exp. "A brilliant film." BBC. Film at 2.00 (not Sun.) 4.10, 6.20 & 8.40. NOW IN ITS FOURTH MONTH.

LEICESTER SQUARE THEATRE. 930 5252 (ENQ)/839 1759 (24 hour Access/Visa Booking) MICKI & MAUDE (PG). Sep. progs 2.00, 3.30, 8.30. Advance booking for 5.30, 8.30 progs.

LUMIERE CINEMA. 379 3014. 836 0691. St. Martin's Lane, W.C.2. (nearest Tube Leicester Sq.). Julia Migenes-Johnson and Placido Domingo in Rosi's film of Bizet's CARMEN at 1.55, 4.30 & 7.45. Seats bookable for 4.30 & 7.45 perfs.

ODEON HAYMARKET. (930 2738.) JOHN SCHLESINGER'S THE FALCON AND THE SNOWMAN (15). Sep. progs. 1.40, 4.45, 8.00. All seats bookable in advance. Access and Visa telephone bookings welcome.

ODEON LEICESTER SQUARE (930 6111). Info. 930 4250/4259. NOT QUITE JERUSALEM (15) Sep. progs. Doors open Today 1.00 only. Access and Visa phone bookings welcome. Credit Hot Line 839 1929. 24 hour service.

ODEON, MARBLE ARCH. 723 2011. EDDIE AND THE CRUSADERS (PG) Sep. progs. Doors open daily 1.45, 4.00, 6.15, 8.30. Late Night Show Reduced prices for under-16s.

Insist on... HIGH & DRY
Really Dry Gin

BIRTHS, MARRIAGES, DEATHS IN MEMORIAM AND ACKNOWLEDGMENTS ..... £4.50 a line (minimum 2 lines)

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01-353 2060 or 01-583 3939

Announcements can be received by telephone between 9.00 a.m. and 6.45 p.m. Monday to Friday, on Saturday between 9 a.m. and 12 noon.

FORTHCOMING MARRIAGES, WEDDINGS, etc., on Court Page £8 a line. All Advertisements are subject to V.A.T.

*Court Page announcements cannot be accepted by telephone.*

## BIRTHS

AL BAGHDADI.—On March 20, in Abu Dhabi, to Mary (nee Brazil) and Isam (Sam) AL BAGHDADI, a son (Benedict Aziz).

ALEXANDER.—On April 29, at Paris Hospital, London, to Susan (nee Allard) and Bruce, a son (Thomas Robert John).

ALLEN.—On April 28, at High Wycombe Hospital, to VANESSA and PETER, a daughter (Frances Elizabeth), a sister for Gemma.

AMIES.—On April 28, to CLARE (nee Crawfurd) and TIM AMIES, a daughter (Alice), sister for Tom, Edward, Sarah and Harry.

AMOS.—On April 30, at Beckenham Maternity Hospital, to HAZEL and John, a daughter (Helen Olive Mary), a sister for Christopher.

ANDERSON.—On April 29, 1985, at the Queen Mother's Hospital, Glasgow, to CAROL (nee Shepherd) and FRASER, a son.

BAKER.—On April 29, to LUCY (née Gower) and ALAN, a son.

BISCHOFF.—On April 30, to SARAH (nee Bowell) and JIM, a son (Thomas Charles Crompton).

BRADLEY.—On April 30, at Royal Sussex County Hospital, Brighton, to CAROLINE (nee Fairquhar-Rendle) and PAUL, a daughter (Alexandra Clare).

CLEWER.—On April 24, at Furness General Hospital, Barrow, to CAROLINE (nee Seddon) and KEVIN, a beautiful daughter (Rachel Alexandra Louise), a welcome sister for James. Special thanks to Mr Armon.

COVENTRY.—On May 1, at Freedom Fields, Plymouth, to SUSAN (nee Poole-Wilson) and Nigel VC, a son (Edward Andrew), a brother for Catherine.

FILES.—On April 30, at Banbury, to ANNE (née Cullis) and ..., a daughter (Helen Anne), a sister for Sue, ... and Rosie.

FARRANT.—On St George's Day, to DIANA and ... HARRY, a son (Alexander Francis Luther).

FLOYD.—On April 21, at BATH Maternity, to JOANNA (née Ward) and STEVE, a daughter (Caroline Jennifer).

HARGREAVES.—On April 27, at the Whittington Hospital, Highgate, to HELEN (nee Scales) and MARK, a son (Oliver).

JAMES.—On April 25, to JULIA (nee Christie) and CHARLES, a son (Matthew Alexander Charles).

LOBSON.—On April 27, to SUSAN (nee Scofield) and ROBIN, a son (Daniel Henry), a brother for Charles and James.

LOW.—On Mar 1, 1985, at St Thomas' Hospital, London, to LEE and DAVID, a son, a brother for James and Rosie.

MCGUIRE.—On April 29, at St Joseph's Chelmford, to STEVEN and CHRISTOPHER, a daughter (Frances), sister to Helen and Joseph.

MITCHELL.—On May 1, at Louise Margaret Hospital, Aldershot, to CHRISTINE (nee Thorn) and ANTH., a daughter (Kate Camilla), a sister for Tom and Virginia.

NEEDHAM.—On April 30, to HILARY (nee Corrod) and PHILIP, a daughter (Jane Victoria).

POTTER.—On April 27, to TERRY (née Scott) and DAVID, a daughter (Kate Elizabeth), a sister for Sam.

RENTON.—On Tuesday, April 30, 1985, to Dilmar (nee Stewart) and STUART, of Threeways, Norham, Berwick-on-Tweed, son (Graeme Peter), a brother for Hannah.

ROSE.—On April 27, to CATHERINE (nee Ireland) and ADRIAN, a son (Alexander Jack).

RUFFER.—On May 1, to DIDA (nee Hasse) and DAVID, a son (Benjamin Francis Trefor).

VERE NICOLL.—On April 30, to JOANNA and IAN, a son (Hugh Alexander).

## MARRIAGES

HOWARD—FENEY.—On March 30, in Zurich, WILFRID, son of Mrs HOWARD and the late Mr Howard, of Surbiton, to ELIZABETH, daughter of Mr and Mrs Jack FENEY, previously of Sussex.

MADDEN — HOCKLEY.—On April 6, 1985, at Our Lady of Lourdes Church, Wimbledon Park, ANTHONY A. G. MADDEN, of Old Portsmouth, to Mrs RUTH HOCKLEY, of Littlehove, Dublin.

WRIGLEY—BURGESS.—On Saturday, April 27, 1985, at St Ann's Church, Manchester, by the Rev. Canon E. Saxon, PAUL LEWIS, only son of Mrs E. WRIGLEY and the late Mr H. Wrigley, of Handforth, to NANCY, elder daughter of Dr and Mrs P. BURGESS, of Wilmslow, Cheshire.

## RUBY WEDDING

LEGGE—GROOMBRIDGE.—On May 2, 1945, at St Stephen's, Tonbridge, Kent, Staff Sergeant ... to L. A. C. W. DAPHNE GROOMBRIDGE. Now at 2, Thorold Road, Chandlers Ford, Hants.

## DIAMOND WEDDINGS

MERTLING-BLAKE—POTTER.—On May 2, 1925, at St Mary's Church, Stoke Newington, London, LAURENCE to BEATRICE. Still at Isleworth.

TWEEL—FELLA.—On May 2, 1925, at St Matthias Church, London, Eld. FRANCIS GREY to LOUISA JANE.

## IN MEMORIAM

'THEIR NAME LIVETH FOR EVERMORE'

LONDON IRISH RIFLES.—In proud and grateful memory of the 693 Officers and Riflemen of the 1st and 2nd Battalions (area Rifles) RIFLE who gave their lives in North Africa, Sicily and Italy leading to the final ending of the campaign in Italy on May 2, 1945. We remember them. Quis Separabit.

## DEATHS

AITKEN.—On Tuesday, April 30, peacefully at home, Max, beloved husband of Vi and much loved father and grandfather. Family funeral at Mickleham Church on Tuesday, May 7. Flowers may be sent to Mickleham Church. Memorial service to be announced later.

ALDER.—On April 30, 1985, peacefully at home, MARJORIE LILIAN (née Rowe), dearly loved wife of Douglas, sadly missed by all her family. Funeral service at Breakspear Crematorium, Ruislip, on Tuesday, May 7, at 1.15 p.m. (West Chapel). Family flowers only, but donations if desired to Mount Vernon Body Scanner Appeal, c/o T. A. Ellingford & Son Ltd., 21, Bridge Street, Pinner, Middlesex, tel. 01-866 0341.

BAILY.—On April 29, 1985, MR BAILY, adored son of Ian and Sarah and uncle, loved and very much admired brother of Tania, Peter and Polly. Funeral service at St Marys Parish Church, Frensley, on Wednesday, May 8, at 12 noon.

BAIRD.—On April 29, peacefully at Cumberlow, DOROTHY, beloved wife of the late Dr Cecil NOWELL BAIRD, O.B.E., R.N. and dear mother of Miranda, Noel and David. In more less difficult years have tried to live with joy. Memorial service at 3 p.m., Friday, May 10, at Crediton O'd Church, Stubbington, near Fareham, Hampshire.

BARROW.—On April 30, peacefully in hospital after a short illness, MARGARET, aged 86, widow of Richard, dearly loved mother of Candia, Pavilion, the late Jane and the late John, beloved by all her grandchildren and great-grandchildren. Memorial meeting Thursday, May, 11.30 a.m., Bull Street, Friends' Meeting House, Birmingham. No flowers. Donations instead to Family Service Unit, 723, Coventry Road, Birmingham 10.

BENSON.—On April 30, 1985, passed peacefully away, in hospital, OLIVE BENSON, of Datchet. Funeral at Slough Crematorium on Wednesday, May 8, at 3.30 p.m. Donations in lieu of flowers to the British Heart Foundation.

BLAGBURN.—On April 30, in hospital, THOMAS ALBERT, of 3, Rose Hill, Great Avton, North Yorkshire, beloved husband of Catherine and a dear father and grandfather. Service in Aislam Cemetery Chapel on Saturday, May 4, at 10.30 a.m. prior to cremation at Teesside Crematorium. Family flowers only. Donations to Cancer Research.

BOOTON.—On April 28, 1985, peacefully in hospital, HERWAS BOOTON, of 29, Knighton Road, Leicester, dearly loved husband of Lil, loving father of Elizabeth, grandpa of Philip and Claire and father-in-law of Michael. Family flowers only, please. Further inquiries to Girns & Gutteridge Ltd. Funeral Directors of Leicester, tel. (0533) 55117.

BOWER.—On April 30, 1985, in her 80th year, MOLLIE, of Sawbridgeworth, Herts, dearly loved wife of the late GEOFFREY ARTHUR BOWER, M.C., T.D., and much loved mother of Jean and Gillian, mother-in-law of Gerald, loving grandmother of Charles, Rosemary and Lucy. Funeral service at Great St Mary's Church, Sawbridgeworth, on Tuesday, May 7, at 2.30 p.m. followed by private cremation. All inquiries please tel. (0279) 26980.

BRADFIELD.—On April 30, 1985, SYDNEY WALTER, of Chalfont Lane, Chorleywood, dearly missed by his family.

BRIDGE.—On April 29, 1985, at his home, 59 Rhos Road, Rhos-on-Sea, Colwyn Bay, PETER LAND, the dear husband of Sheila Mary and loving father of Jonathan and Susannah. Service at Rhos-on-Sea Methodist Church on Friday, May 3, at 12 noon, followed by private committal at Colwyn Bay Crematorium. No flowers, please. Donations in lieu of flowers may be sent to N.W. Cancer Research Fund. Inquiries and donations to Percy L. Roberts & Son, 4, Woodland Road West, Colwyn Bay.

(Continued on Column Six)

# U.S. RECOVERY SLOWDOWN TO HEAD TALKS

*By FRANCES WILLIAMS Economics Correspondent*

THE row over President Reagan's planned wreath laying at the Bitburg war cemetery on Sunday has pushed into the shadows the main purpose of his German visit—the two-day Bonn economic summit which begins this evening.

Yet the deliberations of the seven world leaders and their foreign and finance ministers will have far more lasting influence on the global economic and political climate over the coming year.

Dominating the discussions will be the sharp slowdown in the pace of United State's recovery.

This has been the locomotive dragging Europe and Japan out of recession over the past two years. Also there is the problem of what the rest of the industrial world can do to "pick up the baton" to keep the world economy moving.

The Americans are pressing other summit countries, notably Germany and Japan, to stimulate their economies to "take up the slack."

They want Europe to embrace American-style free market policies to encourage growth and jobs with less government regulation, fewer controls, more flexible employment and wage systems.

And they want Japan to do more to open up its markets to foreign goods and capital.

### Final communique

These relatively uncontentious proposals will probably find their way, in sanitised form, into the final communique on Saturday. But in recent speeches both Mr James Baker, the United States Treasury Secretary, and Mr eGorge Shultz, Secretary of State, have gone much further in arguing for more relaxed financial policies.

This is not a notion which goes down well with the German and Japanese, both of whom have unhappy memories of the 1978 Bonn summit when their agreement to expansion was swiftly followed by accelerating inflation, exacerbated by sky-rocketing oil prices.

As Mr Lawson tartly pointed out last week the American economic miracle, fuelled by a swollen budget deficit, is now looking distinctly tarnished.

The Europeans are likely to have some harsh words to say about the lack of progress in reducing the deficit, high United States interest rates and the overvalued dollar which has produced a gaping trade deficit and vociferous calls for barriers to imports, especially from Japan.

The need to resist the protectionist tide will, along with sustaining world growth, be the second main theme of the summit.

President Reagan wants to come away with a firm date preferably next January or February, for the start of a new trade round under the General Agreement on Tariffs and Trade, (GATT) to offer as a bone to the protectionist wolves in Congress.

But President Mitterrand of France has said he will insist on a parallel commitment to talks on reform of the international monetary system, and especially on how to curb excessive and damaging currency fluctuations, as a condition of agreeing a date for a new GATT round.

Other European countries, including Britain, see no need for a formal link between the two.

Other issues on the economic agenda will include Third World debt problems, where the heads of government are expected to endorse the present case-by-case approach; the plight of drought-stricken sub-Saharan Africa, and environmental pollution, a subject particularly dear to the hearts of the summit's German hosts.

Continued from P1

By RICHARD BEESTON

# *Nicaragua threat*

Reagan's peace initiative, which includes providing aid to the rebel Contra forces, there had been further disturbing developments.

These include the new ties between Nicaragua and the Soviet Union announced during the latest visit by Nicaragua's leader, Mr Daniel Ortega, to Moscow, the delivery last week by the Soviet Union of additional helicopters and by East Germany of a large shipment of military transport and the capture in Honduras of seven Nicaraguan agents sent in to assist Honduran insurgents.

When Mr Speakes was asked "Would it be cynical to conclude it was done to take the heat off Bitburg?" He replied "Yes, it would."

Nicaraguan Background—P4
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## *Congress urged to help*

President Reagan, Mr Speakes said, called on Nicaragua to halt its armed subversion in neighbouring countries, end its military relationship with the Soviet Union and Cuba, and remove their military personnel, stop its massive arms buildup and respect democratic rule and political and human rights.

Mr Reagan also called on Congress to support future administration requests for assistance for "Nicaraguan democratic resistance."

The new measures, said Mr Speakes, "should be seen by the Government of Nicaragua, and by those who abet it, as unmistakable evidence that we take seriously the obligations to protect our security interests and those of our friends."

Mr Reagan acted after consultations with Congress on Tuesday before leaving for Bonn. Mr Speakes said there had also been consultations with other Latin American countries, but said he had no report on their reaction.

Mr Speakes asserted that there had been a change in the attitude of Congress, which by a close vote had turned down United States aid to the Contras, after it saw "the proof of the pudding" in Mr Ortegas visit to Moscow.

The timing of Mr Reagan's announcement aroused suspicion that it had been made to divert attention from the outcry caused by his plans to lay a wreath at a cemetery containing SS war dead.

# LIBERAL AND LABOUR WARNINGS

By Our Political Staff

Mr Steel, Liberal leader, yesterday urged the Prime Minister to atempt to dissuade President Reagan from imposing trade sanctions against Nicaragua, asking her to use her influence to dissuade him from "such a foolish course."

Mr Healey, Shadow Foreign Affairs spokesman, urged Mrs Thatcher to dissociate the Government from President Reagan's decision, which, he said, could only be seen as "an act of revenge against the Congress of the United States for refusing to finance terrorism against a country with which America is not at war."

NIGEL WADE IN Moscow writes: The economic embargo against Nicaragua was a bid to break the will of the Nicaraguan people by hunger and privation, Moscow said yesterday. The Soviet Union promised Nicaragua continuing economic support during the Moscow visit by President Ortega, who is now touring Eastern Europe in search of further aid.

# *'Faked' film puts skids under Baker*

By NICHOLAS COMFORT
Political Staff

MR BAKER, Local Government Minister, conceded after a lengthy and embarrassed silence last night that he had slipped on a sizeable "banana skin" in the Conservative eve-of-poll broadcast for today's council elections.

He confirmed that a scene in the programme allegedly broadcast from a factory shut down by the high rate demands of a Labour council had actually been shot in a Limehouse television studio which had once been a banana warehouse.

Mr Baker had been challenged by Dr John Cunningham, Shadow Environment Secretary, about the veracity of his claim that he was speaking from a factory closed by high rates, after incredulous Labour chiefs watched a playback of the programme.

### Squalid dishonesty

Dr Cunningham called on the Minister to concede that "this part of your broadcast was a complete fabrication.

"This squalid dishonesty is the latest example of the depths to which you and your party have sunk in a desperate attempt to mislead the people of Britain over responsibility for rate increases," he said in a letter to Mr Baker.

Mr Baker did not reply until well into the evening, and then devoted most of his letter to citing the examples of two firms, one in Sheffield and the other in Birmingham, which had moved or cancelled expansion plans because of high rates.

The letter said: "I am sorry, but not surprised, that you have chosen to misunderstand the clear point of the broadcast.

But he conceded that "all parts were filmed in the Limehouse studio complex which ... has been converted from disused warehouses."

The sole redemming feature of the episode for the Conservatives is that they, too, felt they had ground for complaint about Labour's final broadcast, transmitted last night.

Mr George Walden, MP for Buckingham, claimed that Labour had intended to argue that a run-down school at Winslow was a victim of Tory "cuts," when in fact £600,000 has been earmarked for a replacement.

Not to be left out, the Liberals were still peeved at an earlier Tory broadcast on "deregulated" bus services in Hereford and Worcester. Grateful pensioners filmed on the buses, they said, turned out to be local Tory activists who seldom if ever used them.

The SDP/Liberal Alliance, whose own programme went out on Monday, alone appeared immune from charges of having lied to the electorate, or at least misled it. Cynics argued, however, that the broadcast contained little of substance.

# DIRECTORS BACK PENSION MOVE

By Our Business Correspondent

The Institute of Directors last night pledged its support to moves to abolish the State Earnings Related Pensions Scheme in sharp contrast to the stand taken by the Confederation of British Industry.

In the first of a series of pub-spending discussion documents the Institute called for the immediate scrapping of the scheme and said its cost threatened to become "sun-supportable next century."

# COAL LOSSES TO EXCEED £2bn

By Our Parliamentary Staff

Coal industry losses this year are expected to exceed £2 billion largely due to the miners' strike, Mr Walker, Energy Secretary, said in the Commons last night.

At the last count 46 working coal faces and 25 salvage faces had been lost, while a further 42 faces, including 37 working faces, were causing serious concern.

*Commons Sketch*

# MASON PROTESTS TOO MUCH

By EDWARD PEARCE

"A PROJECT such as De Lorean would not now be supported."

The words of Dr Boyson would have seemed to most members the barest grudging minimum of residual humility and 20-20 hindsight to be expected when Government had sent valuable exchange into the shredder to the tune of £75,850,000.

Not a bit of it. On a notably crazy day Mr Roy Mason, the Minister principally responsible for the launch of cash into onter space, remembered his Clausewitz or perhaps his Scargill.

Treating attack as the best form of defence, he said that but for the hard-faced Tories, De Lorean would still be in business turning cars off the assembly line.

Mr Mason is to self-doubt and humble regret very much what the Rev. Ian Paisley is to Romanising tendencies. The sum lost was, after all, paltry, a mere £75,850,000.

Compare it, he said in the grand way of a Victorian mill owner boasting about bigger steam-looms, with Concorde. That had cost £795 million. None of your cheap imported muck but real British losses with a nap you could run your hand over.

Almost, but not quite apologising for the modest, undersized, unassuming little loss he had begun to run up, Mr Mason turned to abuse the public accounts committee whose chairman, the civil and admirable Robert Sheldon, had just led us through a chronicle of commercial atrocity recounted with too much British reserve.

The Committee was not well attended he raged, giving figures for attendance.

### 'Nit-picking'

Mr Sheldon quietly intervened and corrected him with the real numbers: "I can't be bothered with my Rt Hon. Friend nit-picking on the figures" came the reply with the old world politeness of the South Yorkshire coalfield.

Candidly, a more astonishing speech has not been delivered by a past or present Minister in my recollection.

He had rushed about as a Minister taking every precaution about the suitability of the De Lorean project, everyone had backed him, and the Cabinet, which had authorised him to go ahead, had had 18 members present, not the miserable six or seven of the Public Accounts Committee which had revealed the scandal.

Mr Mason has a thing about attendance at meetings. War declared by a quorum has clear precedence over an undermanned armistice agreement.

Of course American business had favoured such a deal

Mr George Parks (Labour) informed Mr Mason that General Motors didn't want De Lorean around their works at any price.

Anyway it was none of his fault. He had made the agreement but why hadn't the Tories amended it? But for them De Lorean could have been saved.

As for everybody else (including Mr De Lorean and I just think Mr Mason) they had done a remarably fine job — "by our deeds we may be remembered."

### Rugby forward

The whole point about Roy Mason is that he combines the reserve of a go-go dancer with the approach of a rugby league forward.

He sees himself as a bringer of jobs, Mr De Lorean as the sort of enterprising chap who could teach these fastidious City of London types how capitalism really works, and the whole enterprise as "a better weapon against the IRA than the British Army".

Unfortunately for the opponents of De Lorean, Mr Nicholas Winterton is one of them.

For if Mr Mason sounds like a brass band at his own funeral, Mr Winterton sounds like one of those characters with private placards telling you they have been cheated by the Lord Chancellor, the Archbishop of Canterbury and the grandmaster of the Freemasons.

And it is not in the least incredible that Conservative response to his cries may have been cynical, indifferent and incompentent (what are governments for?).

But when a man starts telling the House that for his meeting with the Prime Minister he attempted to take his solicitor along only to be confronted by the Attorney General who answered questions "like a Dalek," judgment is growing just a touch wild.

Somehow one felt that, right or wrong, Mr Winterton could best protect himself by sitting down.

Parliament—P7

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## DEATHS (Continued)

DALBY.—On May 1, 1985, peacefully at his home, RALPH RAINE, of The Homestead, Mallrheth, Bodorgan, Anglesey, after a long illness borne with great courage, father of Sonia, Hilary and Piers. Service at Tredanchi Church on Saturday, May 4, at 2 p.m.

DAVIES.—On April 27, suddenly, DAVID LIONEL GERWYN (WIL), dearly beloved husband of Viola and separ father of Ann and, a much loved grandfather. Cremation private. Appreciation for all the kindness that has been shown to the family.

DAWKINS.—On Tuesday, April 30, in hospital, CHARLES CLIFFORD, much loved husband of Marian, father of John, Sarah, Pauline, Elizabeth and Christopher and grandfather of many. Cremation at Golders Green Crematorium, Tuesday, May 7, at 12.30 p.m. Flowers to J. H. Kenyon, 132, Freston Road, London, W.10.

DOUGLAS-JONES.—On April 30, 1985, at her home, PRISCILLA SCARLETT (Scilla), of Raynham, Ghyllyfridwy, beloved sister of Audrey Sheppard, and a loving and much loved aunt, great-aunt and great-great-aunt. Funeral service Friday, May 3, at 10 a.m. at St Thomas's Church, Ghyllyfridwy, followed by private cremation. Family flowers only. Donations if desired to Barclays, National Westminster Bank, Castle Street, Llangollen.

DYKE.—On April 30, 1985, peacefully in a Worthing nursing home, LEONARD WILLIAM, aged 81 years, brother of Frank Major (deceased) and Eva Mary Thomas. Service at the Worthing Crematorium on Wednesday, May 8, at 2.45 p.m. No flowers, by request. Inquiries Dillistone, W. 2008235.

EDMUNDS.—On April 29, 1985, peacefully at Druid Stoke House, Bristol, WINIFREDE EDMUNDS, B.Sc. (nee Decoux), wife of the late Alderman Eric Edmunds, of Southampton. Funeral service and cremation in Canford Crematorium, Bristol, at 12 noon on May 7. No flowers, by request.

GREEN.—On April 27, at his home, 19, Rowland Close, Wolvercote, Oxford, DAVID BRONTE, Historian, aged 75 years. Funeral service at St Mary the Virgin Church, Freland, Coxn, on Tuesday, May 7, at 3.30 p.m. Flowers to Chapel of Rest, Bendred Street, Oxford, by 2 p.m.

HAREER.—On April 30, suddenly at home, DAVID, aged 58 years, dearly husband of Dorothy and much loved father of Rosie. Funeral at Guildford Crematorium on Tuesday, May 7, at 11 a.m. No flowers, please, but donations, if desired may be sent to the British Heart Foundation.

HAWES.—On May 1, 1985, DORIS MAY, of Hampton and Eastcote, Middlesex, in her 85th year, beloved to E. Spark Ltd., Northwood 25372.

RENDER.—On May 1, 1985, FRANCIS, Bawsey of Salling, aged 81 years. Funeral service at Breakspear Crematorium, Thursday, May 9, at 1.30 p.m. Family flowers only. Donations in memory to Cancer Research.

HIRST.—On April 29, peacefully at her home, Northgate Mount, Honley, Huddersfield, ROSEMARY STUART, aged 50 years, beloved daughter of Constance and the late John A. Hirst, dear sister of Stephen and George. Service at Honley Parish Church, on Friday, May 3, at 12 noon, followed by committal (private) at Park Wood Crematorium. Will friends please accept this the only intimation. Flowers may be sent to the Taylor Funeral Home, Cowlersley, Huddersfield, on Friday for 10 a.m., please.

POLLEY.—On April 30, 1985, suddenly, GEORGE H. E., of Forest Hill, London, S.E.23, loving husband of Beth, beloved father of Peter and Stephen and loving grandfather. Funeral service on Wednesday, May 8, at the Honor Oak Crematorium, 11.30 a.m.

ROLLE.—On April 30, 1985, passed peacefully away, WILLIAM NEVILL, aged 31 years, of Stamford Drive, Leicester, loving husband of Joan and a dear uncle. Funeral service at St James the Greater Parish Church, London Road, Leicester, on Tuesday, May 7, at 12 noon, followed by cremation at Gilroes Crematorium. Family flowers only, please. Donations if desired may be sent for Leicester Guild of the Physically Handicapped to St James's Hall, funeral directors, 20, St Stephens Road, Leicester, tel. 542900.

HOUNSFIELD.—On April 30, peacefully at home, PETER GERALD, adored husband of Robbie and much loved father of Hugh and Si and daughter-in-law Katie. Funeral private. Family flowers only. Donations if so desired to the R.S.P.B., The Lodge, Sandy, Bedfordshire.

HOWELL.—On April 25, at home with all his family present, PHYLLIS M. E. (Jane Howell, S.R.N., S.C.M.), aged 67 years, following a long illness borne with steadfast courage, deeply loved wife of Tom and devoted mother of John, Phillipa and Peter, formerly of Hale, Cheshire. Private cremation May 2 at Huthwaite Wood, Sheffield. Family flowers only, but donations to Multiple Sclerosis Society, Arrangements by M. Lunn, Camping Lane, Sheffield 8.

HUNT.—On April 29, 1985, peacefully in Potters Bar Hospital, LILIAN MARY HUNT, aged 101, beloved mother of Jo, Peter and Mary and loving grandma to Anne, Roger, Christina and Rosemary and of her many great-grandchildren. Funeral service at Potters Bar Baptist Church on Tuesday, May 7, at 2 p.m. All friends most welcome followed by private cremation. Family flowers only. Donations if desired to the British Heart Foundation.

JOHNSON.—On April 27, 1985, FELICITY, of Seaford, Sussex, much loved mother of Simon and Jessica and daughter of Donald Cook. Funeral service at Eastbourne Crematorium, on Friday, May 10, at 4 p.m. Inquiries to Hatch & Son Ltd, funeral directors, Eastbourne 27801.

JONES.—On April 30, 1985, peacefully in hospital, after a long illness patiently borne, GLADYS LOUISA, aged 84 years, loved sister of Edith. Flowers to all inquiries please to F. A. Holland & Son, Terminus Road, Littlehampton, Sussex, tel. 713639.

JONES.—On April 30, STANLEY O., Journalist, father of Mike, Christopher, Leslie, Simon and Anne. He fought many adversities with much courage. No flowers. Donations to Cancer Research. Memorial service St James' Norland, W.11, Thursday, May 9, 12 noon.

KERSHAW.—On Tuesday, April 30, at the Royal Marsden Hospital, Sutton, peacefully after a courageous fight against cancer, PENELOPE JANE, beloved wife of David and darling mother of Andrew and Jenny and adored daughter of Barry and Kathleen Kline. Funeral at Wisborough Green Parish Church on Tuesday, May 7, at 2.30 p.m. Flowers to W. Bryder & Sons, Billingshurst, Petworth.

LACEY.—On April 30, 1985, peacefully at Burrswood, Groombridge, after a short illness, ALICE DORIS EASTER, aged 79, of Cedar Court, Tunbridge Wells, formerly of Westbrook, Margate, devoted wife for 35 years of the late Fred (Pop) and beloved mother of Daphne and stepmother of Jim. Funeral service on Tuesday, May 7, at 3 p.m., at King Charles the Martyr Church, Tunbridge Wells, followed by cremation. Family flowers only. Donations if desired to the Dorothy Kerin Trust, Burrswood, Groombridge.

LEICESTER, Countess of.—On April 30, ELIZABETH, Countess of LEICESTER, D.C.V.O., beloved mother of Anne, Carey and Sarah. Funeral strictly private. No flowers, please, but donations to the Friends of Wells Cottage Hospital, Norfolk. A service of thanksgiving to be announced later.

LIOT.—On April 26, in Paris, peacefully after a long illness, PAMELA MARGARET (née Taggart), beloved wife of André (decd), adored mother of Tony and Monique and a much loved grandmother.

LISTER.—On April 29, in Waichet, after a short illness, VERA LISTER, beloved wife of Jack. Funeral at Taunton Crematorium, Friday, May 3, at 1 p.m. No flowers, by request.

MARKS.—On April 30, peacefully at home, DONALD, of Moatlands, Burghfield. Will be sadly missed by beloved wife, Mary, and daughters, Stella and Jenny, and their families. Cremation at Reading Crematorium, Thursday, May 9, at 3 p.m. Family flowers only, but donations to the Arthritis and Rheumatism Council, 21, Eagle Street, London, WC1R 4AR.

MARSH.—On Sunday, April 28, peacefully in Cape Town, SUSAN MARY MARSH, wife of Ian Marsh and mother of Lucy. Funeral on Tuesday, May 7, at St Mary the Virgin Church, West Malling, at 11 a.m. Flowers or donations to Cancer Research, Inquiries to Vivers, 34, High Street, West Malling.

MILLS.—On April 17, 1985, in hospital, IRENE, aged 91 years, of Folkestone, wife of the late JOHN MILLS. Cremated at Hawkinge, Kent.

MORICE.—On April 30, peacefully in a nursing home, NANCY SHEILA, beloved wife of Jim. Service Putney Vale Crematorium, Tuesday, May 7, at 1.30 p.m. Flowers to F. W. Paine, 6, Coombe Lane, Raynes Park, SW20, or if desired donations to British Red Cross. No letters, please.

NICOLSON.—On April 29, 1985, as a result of a tragic car accident, JAMES GAVIN KENDALL NICOLSON, aged 44, only son of the late Wing Cdr. J. S. Nicolson, V.C., D.F.C., and of Mrs Muriel Nicolson, of Kirkby Wasere, Tadcaster. Funeral at St John's Church, Kirkby Wharfe, at 2.30 p.m., on Monday, May 6. No flowers. Donations to the War Widows Association.

O'CALLAGHAN.—On April 30, 1985, peacefully, KIT, widow of Pat, much loved mother of Ann and beloved grandmother of Tim, Simon and Richard. Funeral service at Christ Church, Waterden Road, Guildford, on Tuesday, May 7, at 12.15 p.m. Family flowers only, please. Donations if desired to Royal Surrey County Hospital, School of Nursing Appeal, c/o, and all inquiries to, Pinnns Funeral Services, Carters, Mary Road, Guildford, tel. 67354.

OSBORN.—On April 29, 1985, at Sir Michael Sobell House, Oxford, MARGARET OSBORN M.A., Oxon, High Mistress (retired) of St Paul's School for Girls, London. Funeral private. Donations please to Friends of Sobell House, Churchill Hospital, Headington, Oxford, OX3 7LJ.

PAINE.—On April 29, 1985, peacefully at Woodcote Grove House, DOROTHY HELEN, in her 90th year, dearly loved sister of Peter, Guy, John, Donald and Mary (Rodger). Family flowers only but donations if desired to Friends of the Elderly, Woodcote Grove House, Coulsdon, Surrey. Service and cremation at Randalls Park Crematorium, Leatherhead, on Wednesday, May 8, at 12 noon.

PARRY.—On April 30, DOROTHY ALICE, widow of REGINALD PARRY, late of Lutworth House, Lutworth Cove, Dorset. Funeral Lady St Mary's, Wareham, May 8, at 2.30 p.m.

PARSONS.—On April 29, peacefully in hospital, E. GRAHAM, of 7, North Rise, Llandaff, Cardiff, beloved husband of Sue (nee Winfield). Funeral at Roath Court. Funeral home, Newport Road, Cardiff, on Tuesday, May 7, at 2 p.m., followed by cremation. No flowers by request.

PEARSON.—On May 1, DESTINI (Sid), beloved wife of Neil and very much loved mother of Eve, Pat and Alice. Private cremation with family flowers only, but if wished donations may be sent in lieu to National Trust for the Bond, Cromwell Road, Brooklands, Stockport. A memorial service will be held in London on a date to be announced later.

PLATT.—On April 29, 1985, in hospital, at Chichester, PERCIVAL VICTOR (John), aged 81 years. Service at Chichester Crematorium on Wednesday, May 8, at 2.30 p.m. No flowers, please.

PIM.—On May 1, suddenly in Dublin, DOROTHY VANDELEUR, widow of Jonathan, beloved mother of Elizabeth and Rosalie and dear grandmother of Caroline, Sarah, Brigid, Daniel, John, Richard and David. No letters, no flowers, by request.

PLEWIS.—On April 29, peacefully at the Elgin Residential Home, Hoo by Werburgh, MARGARET (née Bignell), widow of the late Arthur of Drayton, Lowestoft. Service at the Medway Crematorium on Tuesday, May 7, at 3.30 p.m. Family flowers only. Donations to Church of England Children's Society, c/o The Rev. Alan Norris, Parsonage, Isle of Grain.

PUGH JONES.—On April 30, 1985, peacefully at her home, 26, Parkstone, Abbey Road, Malvern, ELLEN, beloved wife of Charles and mother of Jennifer and Hilary. Funeral service at Worcester Crematorium on Wednesday, May 8. A memorial service will be held at a later date. Family flowers only, but if desired donations to Asthma Research Council, 18, Pembridge Square, London W2 4ER.

QUIRK.—On May 1 suddenly in hospital in Malta, PATRICIA QUIRK, dearly beloved wife of Terry Quirk.

RICE.—On April 30, ELSIE MAY, of Silver Cedars, 39, Vincent Road, Sidcup, Kent, Cobham, dearly loved wife of Janet and loved grandma of Lydia. Cremation at Randlay Park, Leatherhead, at 2 p.m., Tuesday, May 7. Now at peace.

RICHARDS.—On April 30, 1985, peacefully in hospital, PHILIP HENRY, loving husband of Phyllis and father of Christopher, Jennifer and Joseph. Donations to Builth Wells Cottage Hospital, Powys. Funeral Saturday, May 4, 12 noon, Beulah Parish Church.

ROBERTS.—On April 30, peacefully in hospital, ROWLAND FRONT, of Hartford, Northwich, beloved husband of Nan, loving father of Penny and son-in-law Brian and grandfather of Jonathan and Paul. Funeral service to take place Great Budworth Parish Church on Tuesday, May 7, at 11 a.m., followed by cremation. Donations and inquiries to Lightfoot, funeral directors, Witton Mews, Northwich, tel. 2012.

ROBINS.—See PEARSON.

ROCHFORD.—On April 30, in Torquay Hospital, DOROTHY MAY, widow of CHARLES ROCHFORD, late of Vale Meeum, Burnham, Bucks. Requiem Mass at the Church of the Assumption, Abbey Road, Torquay, on Tuesday, May 7, at 9 a.m., followed by cremation. R.I.P.

ROSS.—On April 27, very suddenly, GORDON, much loved and loving husband of Bella, father of Murray, father-in-law of Myra and grandfather of James and Andrew. Family cremation at Beckenham Crematorium, Elmstead Wood, on Wednesday, May 8, at 2.20 p.m. Flowers to Francis Chappell & Sons, 105a, Church Road, S.E.19, by 1 p.m. A memorial service will be held later.

ROSS-SAYER.—On April 30, 1985, peacefully at home, Church Farm, Hooton Pagnell, near Doncaster, Yorkshire, DOROTHY ROSS-SAYER, O.B.E., much loved husband of Betty, wonderful father to Johnny, Michele and Lucia, proud grandfather to Justin and Zoe and dear brother of Dorothy and Bernard. Funeral service, All Saints, Hooton Pagnell, on Tuesday, May 7, at 12.45 p.m. Further inquiries to E. V. Pratt & Sons, funeral directors, tel. (0977) 42553.

ROUNCE.—On April 30, at Norwich, CHARLES, beloved husband of Mary, dearly loved father of Christopher, Jane and Jonathan and dear grandfather of Tom, Nicola and Diana. Funeral service at St Faith's Crematorium, Norwich, Tuesday, May 7, at 1.30 p.m. Family flowers only, but donations may be sent to British Heart Foundation, c/o Peter Taylor Funeral Services, 85, Unthank Road, Norwich.

SALES.—On April 30, peacefully but after 12 midnight following a fall that morning, HAZEL MAY, beloved granny to many children. Requiem Mass at St Mary's, Cadogan Street, Chelsea, at 2.30 p.m., on Wednesday, May 8, followed by cremation at Kensal Green.

SANDERSON.—On April 30, peacefully in Livingston Hospital, Ida EMILY, of Barton-on-Sea, dear mother of Anne, John and Jill. Funeral service at New Milton Parish Church, on May 3, at 2.45 p.m., followed by cremation. No flowers, please.

SANGSTER.—On April 30, suddenly, MICHAEL JOHN (Mike), of Briar Wood, Ilsham Marine Drive, Torquay, most dearly beloved husband of Pauline and loving father of Annabel and Anthony. Funeral service at St Matthias Church, Wellswood, Torquay, on Friday, May 3, at 12 noon, followed by private cremation. Family flowers only. Donations if desired for Arthritis Research. c